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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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NEW YORK, JUNE 16, 1923

No. 24

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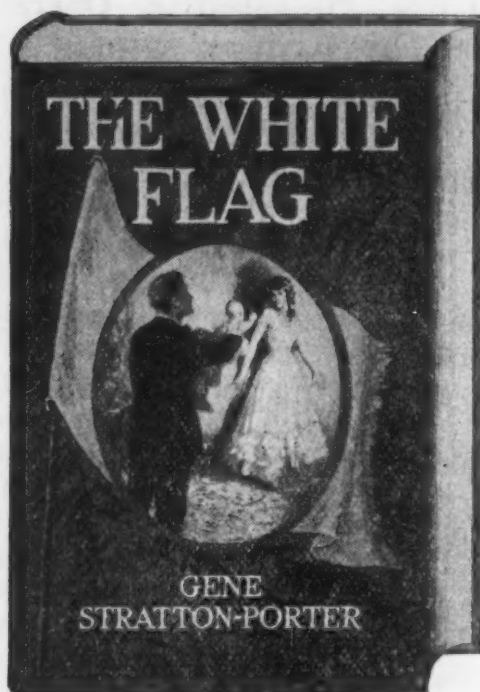
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The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL

Founded by F. Leyboldt

June 16, 1923

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Publishing on the Screen

IN the closing communication to the Congress of Motion Picture Arts, Adolph Zukor spoke with approval of the use that had been made of the word "publisher" as describing the relationship between the producer and the author. He believed that the relation of the book publisher to the creative artist was identically the relation which the motion picture industry desired to establish with writers and could gradually establish as better understanding came between the two.

The Congress, which gave evidence of virility by the vigor with which it criticized every established tenet of motion picture art, closed by appointing a strong committee to take up the most urgent problems which had been brought to the front, to investigate thru sub-committees, bring back reports for publishing and prepare the way for a second Congress.

Everywhere in the discussion was evidence of the author's dissatisfaction with the artistic integrity of the screen production as a representation of his creative ideas. A writer who finds in his published book a verbatim reproduction of his creative work and who can find on the stage a reasonably close approximation to what he started out to produce, discovers that, when his same ideas have passed thru the energetic hands of the film director, the result is quite unexpected and unsatisfactory. This dissatisfaction tends to keep away from the screen people whose imaginative and creative faculties are extremely valuable in making the pictures of continuing and increasing value.

It was quite apparently the feeling among those speaking for the authors that, in some way, there should be worked out a better mode of translating the author's original impulse into the final screen production. Many urged that this should be done by the authors' ac-

customing themselves to writing directly for the screen. Others suggested that an increased knowledge of the camera technique might gradually enable the authors to make more valuable suggestions to the director. Others seemed to indicate that, after all, the author would be better off to write in the medium he understands and leave the industry to work out its gradually perfected methods of reinterpreting his book.

The figures given by some of the speakers quite plainly showed that, at the present, the author of the successful book is in a far better position to obtain high remuneration from the moving pictures than the author who writes directly for the screen. Apparently, a well-written scenario may bring a thousand to three thousand dollars, while the successful novel may bring from five thousand to fifty thousand dollars for the screen rights. These figures certainly will not induce many writers to devote themselves to writing directly for the screen.

In spite of the differences of opinion, there were in the Congress many evidences of increased understanding arrived at. This ought to have a salutary effect on future development, and both the Famous Players-Lasky Company and the Authors' League seem to deserve congratulations for the effort.

The Film and Its Censorship

ALTHO the Congress on the Arts of the Motion Picture last week did not bring up for detailed discussion the problem of the censor, the subject several times was referred to in the speeches with little approval for the censor.

Dr. Henry Van Dyke, speaking at the banquet on the last evening, said that he believed that every man and every woman was his own censor and that the setting of personal standards by legislation was a practically impossible thing.

In a very strong message to the Congress, Archbishop Hayes declared himself as against fanatical marauders, who, in the name of morality, were attacking so fiercely the productions of the screen.

Such support from such sources seems to give increased evidence that the movement for more supervision has reached its climax and that increased legislation is not likely to get the kind of public support that will carry it thru to enactment.

Will Retailing Be Decentralized?

IN spite of every theory that the drift of retailing should be toward larger and larger units, there is practical evidence on every side that smaller units of retailing are increasing more rapidly than the larger ones, and small independent units seem to be increasing as rapidly as the chain stores. In every city, streets of small shops are developing, and the character of these shops, as to quality of merchandise handled and the efficiency of shop practice, is steadily improving.

It seems as if the public were finding that the small shop gave it a kind of personal service that it enjoyed, and it may also be that the problems of transportation are having their effect on this development. While transportation lines of all kinds serve to bring shoppers into central points where the big stores are, there has developed a congestion in downtown streets, with the necessity of rigid methods of traffic handling, which makes down-town shopping less pleasant than in past years and the suburban centers more promising as business points.

The bookstore has shown the same signs of being affected by this tendency as have other businesses, and, while suburbs of big cities have been for some years considered poor bookstore locations owing to the nearness of the large stores of the big city, under this new shopping development, well conducted stores seem to be more and more likely to develop in residential centers within five to twenty-five miles of the large centers. Such stores will provide interesting opportunities for book minded people of small capital to develop a healthy business. It may also be worth the consideration of large city stores whether they should not develop branches in good locations in their trading area just as the banks have developed the branch system, to their very great benefit.

A Third Off What?

IN another column we publish the detailed story of the *Review of Reviews'* campaign to sell the "Outline of History" in connection with subscriptions, the story told to the Advertising Club of New York by the manager of the campaign.

While this is a remarkable test of the book appetite of the country, what the book-trade would really like to have evidence about is whether the public would have bought 100,000

copies of the 1-volume edition if the facts about the price had been accurately stated by the advertiser. The "Outline of History" was published in 1920 in 2 volumes at \$10.50. A year later, the publisher issued the same material in 1 volume at \$5. As this edition came into the market, the *Review of Reviews* advertised, with spreading headings, that it was to sell the "Outline of History" at one-third the published price.

The facts of the offer were that for \$7.50 one obtained a \$4 magazine and a 1-volume edition of the "History." If the magazine was considered as being paid for at full price, this left \$3.50 for the book, or one-third of the published price of the 2-volume edition. Stated as the book-trade might look at it, the magazine at club offer rates might be taken at about \$3, leaving \$4.50 paid for the book, then currently sold at \$5. In fact, it had never sold higher than \$5 in the 1-volume edition. The buyer was then, getting about a 10% discount instead of a 66% discount, as indicated in the advertising.

Quite apparently the customers were satisfied, as they have paid their accounts, and the 1-volume edition was undoubtedly a good purchase at \$4.50, but what percentage of the 100,000 would have bought the book on its merits if they had known they were paying practically the current market price and were not getting a two-thirds saving?

Opening Ceremonies at Louvain Library

THE wing of the new Louvain Library will be ready to accommodate 4000,000 books on July 17, when the formal opening will be celebrated. Dr. Nicholas Murray Butler, Chairman of the American Committee for the Restoration of the Louvain Library, will shelve the second book to be placed in the new building. This book will contain the names of 3,600 teachers and 1,800,000 pupils of the schools of New York State whose contributions totaled \$38,000 of the fund raised in America.

The first book to be placed in the new library will contain a list of the names of all the students of the University of Louvain who died in the war.

The 400,000 volumes which the University now has have been stored in various buildings until the completion of the wing of the library. These books have been received from all parts of the world. Many represent the contribution of Germany as specified in the treaty of Versailles.

Thomas E. Kirby and the American Art Association

THE reorganization of the American Art Association under new management the first day of this month and the retirement of Thomas E. Kirby are events of the first importance in the art and literary world. The service which Mr. Kirby has rendered art in this country during the last half century will never be fully appreciated until the story of his life work is given in detail. We shall then realize that his influence has been very great upon his own time, that he has set the pace that has made New York the greatest art and rare book market of the world, and that he has so moulded public opinion and customs at public sales that his example will be long felt in American auction rooms.

Thomas E. Kirby was born in Philadelphia, November 14, 1846. At the age of twelve he was employed by the auction commission house of M. Thomas & Sons, Philadelphia, at that time the greatest and one of the oldest institutions of its kind in the United States, having started business in 1820.

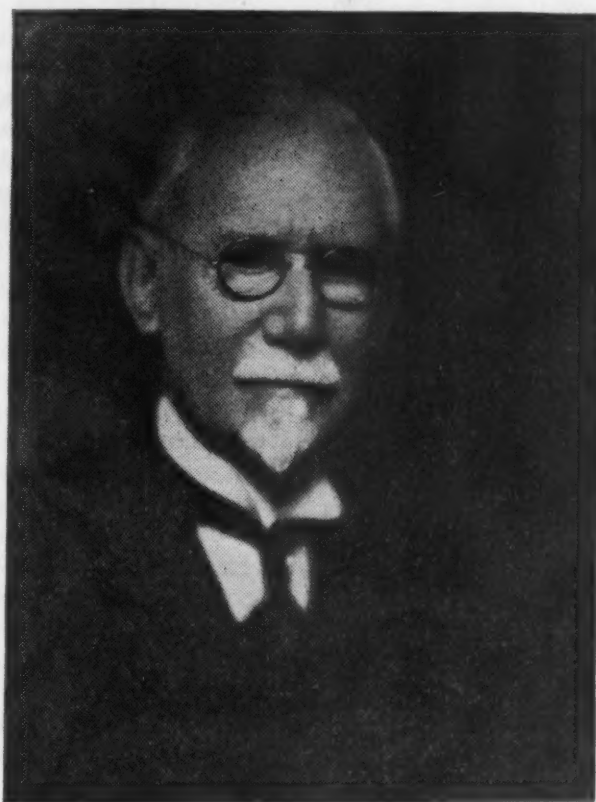
Beginning in the book and print department, Mr. Kirby served his apprenticeship thru the fine arts, furniture, general merchandise, machinery, real estate, stock and bonds, cataloging, and other departments, leaving Philadelphia in 1876, at the age of thirty, to become connected with George A. Leavitt & Company, the leading book and art auctioneers of this city. In 1879, he entered into partnership with the late John Ortgies, conducting sales of books, porcelains and other art objects. In 1883, he associated as a partner with James F. Sutton and the late R. Austin Robertson and organized the American Art Association for the "encouragement and promotion of American art."

In furtherance of these objects, a series of

exhibitions was instituted of the works of American artists and sketches and studies by American art students, all of which were successful and encouraging. In 1884 Mr. Kirby was instrumental in securing wider attention to the work of George Inness, later to be

known as the greatest American landscape artist. The Inness exhibition of that year is one of the landmarks in the history of American art. About this time the association's prize fund exhibitions were inaugurated and had an important influence in bringing American artists and collectors together.

In the summer of 1885, additions were made to the American Art Galleries and in the fall of 1886 the season was opened with an inaugural exhibition of American oil paintings contributed by artists at home and those having studios abroad, including some very important works shown in the Paris



THOMAS E. KIRBY

salon. At this exhibition ten gold medals presented by the American Art Association were awarded to artist contributors. For several years the Society of American Artists, Salmagundi Club, and the group of Ten American Artists, held their exhibitions at the American Art Galleries and every effort was made by the management to make them successful. Likewise, at stated intervals, exhibitions were held of sketches and studies by art students, and special exhibitions by groups of American artists. The sales at these early exhibitions amounted to more than a quarter of a million dollars and it is impossible fully to realize now the encouragement that these displays and this money gave to struggling American artists in this important period.

Mr. Kirby's interest was not confined to the work of the artists of his own country. In 1886, he displayed the first collection of the French impressionist school on this side of the

Atlantic. This exhibition caused a sensation. In 1889, the collection of paintings of Verestchagin, the famous Russian artist said to be the greatest painter of the horrors of war that ever lived, attracted thousands of visitors, and its subsequent exhibition thruout the country was highly successful.

In 1889-90 was held the memorable loan exhibition by Antoine Louis Barye, to aid the erecting of a monument to the Great Barye in Paris. At about this time came another art sensation greater than any that had been previously known in this country. In July 1889, Millet's "The Angelus," the star attraction of the notable Secretan collection, was sold to a representative of the French government. The French senate refused to vote the money for the purchase and Mr. Sutton of the American Art Association, who had been the underbidder, secured the masterpiece, paying 580,650 francs for it. The press of two hemispheres discussed the purchase for weeks. When the association exhibited this picture in New York and other cities of this country, it was viewed by hundreds of thousands. The loss of this masterpiece caused great regret thruout France, and negotiations were soon begun for its purchase and return. Finally it was bought for \$150,000, recrossed the Atlantic, and now hangs in the Louvre, and still remains one of the pictures most loved by the French people.

In 1895 Edwin A. Abbey's famous mural decoration, "The Quest of the Holy Grail," now in the Boston Public Library, was shown in conjunction with the first exhibition in America of the works of the French master, Jean F. Raffaelli. Three years later 400 pictures by another famous French artist, J. James Tissot, illustrating "The Life of Christ," drew thousands of visitors when they were shown in New York and other cities.

When Mr. Kirby and Mr. Sutton organized the American Art Association, it was Mr. Kirby's intention to give up auction sales altogether. In 1885, the association was approached by a committee of the creditors of the Metropolitan Bank to conduct and manage the public sale of the George I. Seney collection which had become an asset of the bank. This collection fetched \$405,821, the largest sum ever realized up to that time in this country for a collection of paintings.

In 1886, occurred the Mary J. Morgan sale which realized \$1,205,153.80. Jules Breton's "The Communicants" brought \$45,000; Vibert's "Missionary Story," \$25,000; and Barque's "The Sentinel," \$12,500. The A. T. Stewart sale in 1887, brought \$575,079.12, Rosa Bonheur's famous painting of "The Horse Fair," which is now one of the treasures of the

Metropolitan Museum of Art, selling for \$53,000.

The Seney, Morgan and Stewart sales carried the name of the American Art Association to the four corners of the art world. From this time on, it had the pick of the great sales and they were conducted in such a manner that consignors and buyers alike had nothing but praise for the institution that was doing so much to help struggling American artists and to popularize the great art of the Old World.

Among the big art sales that followed were the second sale of George I. Seney, in 1891, amounting to \$665,550; that of the estate of H. Austin Robertson, 1892, \$451,171.25; the estate of W. H. Stewart, 1898, \$409,790; the estate of Henry G. Marquand, 1903, \$704,259; the Thomas E. Waggaman collection, 1905, \$343,328.50; the estate of Heber R. Bishop, 1906, \$412,019.75; the estate of Henry Graves, 1909, \$394,445; the Charles T. Yerkes collection, 1910, \$2,207,866.10; the estate of Robert Hoe, 1911, \$608,839; the estate of M. C. D. Borden, 1913, \$1,608,256.50; the estate of Brayton Ives, 1915, \$545,391.50; the Catholina Lambert collection, 1916, \$592,110; the property of Professor Commendatore Elia Volpi, formerly contained in the famous Davanzati Palace and the Villa Pia, Florence, Italy, 1916, \$944,182; the estate of James F. Sutton, 1917, \$517,515; the David T. Watson collection, 1917, \$594,370. Many of these estates had valuable libraries and their sale attracted wide attention among book collectors. These and other sales held during Mr. Kirby's connection with the American Art Association reach the huge total of about \$60,000,000.

Some day the story of Mr. Kirby and the American Art Association under his direction will be told in detail and when it is, it will make mighty interesting reading. There will be many entertaining and witty anecdotes and some of the things that have been accomplished for consignors will read like romance. A single incident must suffice here. When the Yerkes collection came into the market a cash offer of \$1,250,000 was made for it. After several conferences this offer was rejected and it was consigned to the American Art Association. In a few days the word came, "we have a cash offer of \$750,000 for thirty paintings."

Mr. Kirby said, "That means thirty of the best paintings?"

"We cannot tell you what paintings," was the reply.

"Who offered it, a private party?" asked Mr. Kirby.

"Cannot tell you that," was the reply.

"Well," said Mr. Kirby, "if a syndicate of dealers offered it, I can assure you that the

thirty paintings will bring more money at public sale."

After a good deal of manoeuvring, it was discovered that the order of the United States District Court stated that the collection should be sold at public sale, which ended the matter. The collection for which \$1,250,000 had been offered brought \$2,207,866.10, and the thirty paintings for which an offer of \$750,000 had been made sold for \$1,308,000. This experience has been duplicated in a lesser degree many times in Mr. Kirby's long experience.

There are many other points that should not be overlooked. The catalogs of the association have been notable. They are treasured all over the world by collectors and libraries. The policy of "unrestricted sales" and free and fair competition to all buyers has helped to make American auctions, as conducted by The American Art Association, the fairest in the world. The association's record for reliability in its cataloging has never been surpassed. For instance, since 1885 there have been 1,595 paintings of the Barbizon school sold making an aggregate of \$6,072,152. Of all these paintings in these two score of years, only eight have ever been questioned, four had their attribution changed previous to the sale, one was withdrawn, and the other three were purchased by well known dealers on their judgment.

It has always been Mr. Kirby's policy to exhibit the beautiful in art, rather than the eccentric which was executed for notoriety rather than art's sake, having in view the education of the public and the development of a correct taste. The service rendered by a con-

stant devotion to this policy has been of inestimable value to art in America.

Much might be written of Mr. Kirby as an auctioneer. More than thirty years have passed since the writer began attending his sales. But this phase must be reserved for a future article, for it cannot be dismissed with a paragraph or two. It is enough to say here that he has been without an equal in his day in this country. No other auctioneer has been able to hold large audiences spellbound and conduct his sales with the same ease, rapidity and effectiveness.

A distinguished New York lawyer once remarked "It was a choice between Kirby and the opera, and my wife and I chose Kirby." There were many who attended the association's big sales for the sheer entertainment which they afforded. Mr. Kirby had the grand manner on such occasions, a quick instinctive knowledge when to hasten and when to linger. From start to finish interest never flagged. Those who have attended his sales as observers and for the dramatic interest that they afforded will miss him greatly. The association's sales will never seem quite the same to them. And we are not likely to see another auctioneer with his knowledge and feeling for art, standing in the same relation to his house, with his superb qualities of voice, manner and his high ideals. Let us all rejoice that Mr. Kirby will soon be writing his memoirs; they will make a work of keen interest to book and art lovers, and especially to those who in years past have had the pleasure of attending his sales.

Speeding Up Mail Service

By Walden Fawcett

THE government is planning the complete separation of parcel post from other mail and, if done, this will help the trade in two ways. The separation will speed up the transmission of parcels and quicken the handling of the other classes of mail. Also the arrangements for operating the parcel post as a separate business under the general postal administration will bring higher standards of safety from damage and depredation.

It has been realized for some time that eventually parcel post would have to be separated from the remainder of the postal system which it has rendered topheavy. In April, Postmaster General New announced that a plan was being worked out by a special committee composed of representatives of each branch of the postal service, dele-

gates from the railroads, and a spokesman for the large users of the parcel post. The plan of separate operation decided upon will be tried out this autumn for a period of ninety days in three representative states—perhaps New York, New Jersey and Pennsylvania, or a group of New England States. Following this experimental period, service in the three states will return to the present basis. The committee will take sixty days to study the results of the try-out and apply the lessons learned. Then—probably in the spring of 1924—the permanent system will go into effect thruout the country and will apply to every community with a population of 5000 or more.

This contemplated withdrawal of parcel mail from the present system has nothing directly to do with the proposed revision of

rates and weight limits. The latter is purely an economic proposition, but so important that probably some readjustment of charges will be ordered in 1924. An analysis of the cost of carrying the respective classes of mail is being made by the Post Office Department this year. If it is discovered that the parcel post is being operated at a loss and is mainly responsible for the annual postal deficit, there is sure to be a revision of zone rates or a service charge of one or two cents per parcel, regardless of weight or length of haul. But this question of rates has no relation to the separation except in so far as the cost of operating the parcel post may be reduced.

In the reorganization of the parcel post a new basis of co-operation between the Post Office Department and the railroads is planned. The object is the utmost utilization of all trains operating on mail schedule. Heretofore, normal operations have involved the movement of many baggage cars, express cars, and mail cars, each but partially filled. By the new arrangement the Post Office Department will turn its parcel post traffic over to the railroads allowing them to consolidate shipments as long as schedules are maintained.

A corresponding economy is planned in the handling of parcel post at terminals. At present one of the chief difficulties has resulted from the great mass of parcel mail congesting the post office in all the large cities—plants which, by reason of their location in the high rent districts, could not be adequately increased in capacity save at prohibitive expense. Meanwhile there has been going to waste in railway yards and at rail terminals a vast amount of warehouse space provided by the railroads for the storage and handling of baggage and express. This space will be converted into clearing houses for parcel post. Location of the plant for dispatch and receipt of parcel mail at a point where direct loading and unloading of cars is possible is an added advantage. The new deal contemplates employment to a far greater extent than heretofore of a separate personnel for collection and delivery of parcel post. Parcels will continue to be received at post offices and postal stations (and taken up by a special collection service) obviating the necessity of deposit by the mailer at an out-of-the-way terminal.

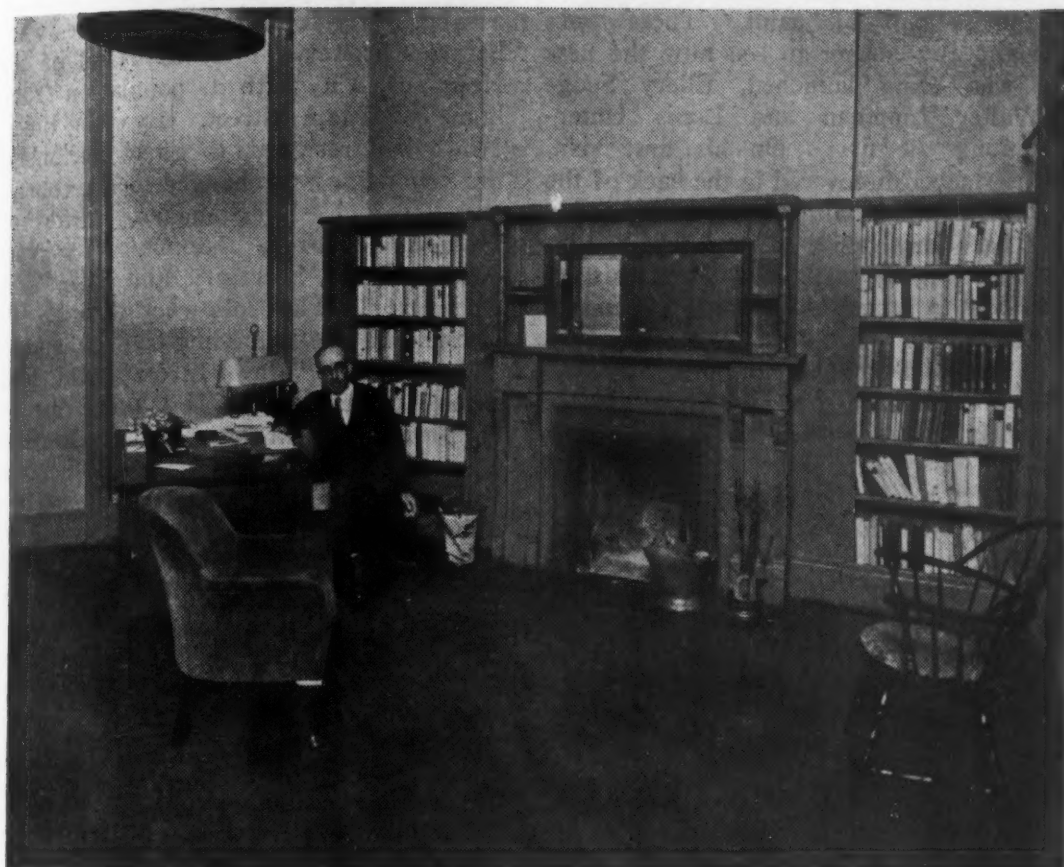
The release of space in post offices and on the mail cars by the removal of the parcel mail should result in speedier transit for all other classes of mail and notably for printed matter. Second Assistant Postmaster General Paul Henderson estimates that the new facilities for the parcel post will be equivalent to increasing the size of the system

threefold. He also predicts that it will be possible to give weekly and monthly class and trade papers a service approximating 90 per cent that accorded first class mail. Several weeks ago the Postmaster General issued orders to postmasters calling upon all postal employees to give more prompt attention to second class mail—the result of many complaints from publishers and subscribers. But this move is mild in its promise beside that contained in the proposed complete reorganization.

Two factors should give better parcel post service. Special terminals in the railroad yards will make faster handling possible. Also, parcel post distribution will be organized, not on the basis of 58 parcel post regional headquarters, but on the basis of the railroad "divisions," of which there are 2500 in the country. Parcel mail will be routed by thru, fast trains to the city or town at the head of the division and from that point will be transferred to a local train. This will save time by reducing the wasteful "back hauls."

With the Government paying out more than \$5,000,000 a year for loss and damage claims on parcel post, it is high time that the element of safety had attention. In an effort to check pilferage and minimize injury to parcels in transit, all parcel mail will be transmitted in hampers instead of in mail sacks. The hampers, of light steel or canvas-on-wood-frame construction, will be standardized so as to permit "nesting" and will be susceptible of snug stowage with no danger of damage to the contents. Each hamper will be fastened with a new style padlock which cannot be opened, as can the present type, by a blow of a hammer.

Members of the book-trade desiring to make representations to the Department relative to the status of books should do so while the new regulations are being drafted. It is proposed to allow small parcels to continue in the regular mails. The contemplated line of division is "the size approximated by the standard cigar box." This would admit certain books but would exclude others. If the trade deems it desirable that all packaged single volumes of the more popular book sizes shall be eligible for regular mail channels it may be necessary to ask for a specific regulation that will cover this. As for the shipment of books in quantity by parcel post, the Department is confident that the economies and efficiency attained by complete separation of the parcel business will make it possible to inaugurate a "pick up" service as satisfactory as that of the express companies.



ALFRED HARCOURT IN HIS OFFICE IN THE OLD HOUSE ON FORTY-SEVENTH STREET

Harcourt, Brace & Co. Move to Madison Ave.

ON the 15th of June, Harcourt, Brace & Company will move to the fifth floor of the new Webb-Knapp Building on Madison Avenue between Forty-Sixth and Forty-Seventh Street. The youthful firm has grown so sturdily in its four years of existence as to be quite uncomfortable at Forty-Seventh Street. But the old brown-stone house where it grew up has seen so many exciting and adventurous days and was capable of expressing so much personality that it is being abandoned with regret. New quarters in a mere up-to-date business block would be approached with reluctance if a young firm of architects (Arthur C. Holden and associates) had not been prevailed upon to give the new quarters atmosphere, and they have prepared a purple and green and gold reception room in which hangs a batik by C. Bertram Hartmann. Another recommendation of the new quarters is that each member of the staff will have abundant light and ventilation.

The story of the growth of the Harcourt firm is a Cinderella-like chapter, which

might be called "From Basement to Batik."

On the first of June, 1919, the PUBLISHERS' WEEKLY carried the story of Alfred Harcourt's resignation from management of the trade department of Henry Holt & Co., to which he had come fifteen years before, after graduating from Columbia. On the first of July came the announcement of the new enterprise of Harcourt, Brace & Howe, with temporary quarters in a room sublet from Thomas Seltzer at 5 West 50th St. Donald Brace, a classmate of Mr. Harcourt, had entered Holt's in the same year and now decided to join a new enterprise. Will D. Howe, head of the English department of Indiana University and author and editor of many books had been enlisted to develop the educational end of the business. Ellen Knowles Eayrs from editorial and publicity work at Holt's took over similar duties and August Gehrs also of Holt's joined in September.

During the summer a four years' lease was secured at 1 West 47th St. The basement was ready for occupancy before the first floor was,

so one rainy, foggy morning in July, the whole office moved in a taxicab to the new quarters which was furnished with two chairs and two tables and a pail of paint. There were callers right away eager to see how the new venture was being launched, Ellery Sedgwick, Walter Lippman and Louis Untermeyer among the first. On his first visit, Louis Untermeyer discovered in the back of the basement a huge hole with a manuscript and a woman's hat lying beside it, and hailed with glee the first tragedy to the new firm, insisting that the first rejected author had committed suicide.

On the 11th of September, the first book was published, "Organizing for Work," by H. L. Gantt. Miss Eayrs packed and billed every copy in the basement, while Mr. Brace and Mr. Harcourt worked at billing on the third floor. When the books were wrapped, the city deliveries were made in a taxicab.

One hot morning the end of September, Walter Lippmann called up to say that a friend had just arrived from abroad and had met a man named Keynes who had been a representative of the British Treasury at the Peace Conference. Keynes was thoroly in touch with the whole performance at Paris and was writing a remarkable book. "Do you want the book?" asked Mr. Lippmann. "Yes," said Mr. Harcourt and that was "The Economic Consequence of the Peace."

By the middle of October, two or three books had been published, among them "Free Air" by Sinclair Lewis. About that time, the dress-making shop, which had occupied the first floor, moved out, and the new firm spread out. On the first of November, Mr. Harcourt went to Europe prospecting for manuscripts. On the first of January, Keynes's "Economic Consequences of the Peace" was published. For two weeks, the booksellers refused to stock the book. No one was interested in war books, they said, and a book with "economic" in the title would be an anathema. Two weeks later, Paul Cravath reviewed the book in the *New York Sun*, and it was off in a cloud of dust. Telegrams poured in, and the stock was cleaned out. The printers worked day and night and holidays to supply stock. A terrific snow storm seriously hampered the delivery of the book. An enthusiastic young man, secretary to the president of the Baldwin Locomotive Works, rushed impetuously to Rahway to collect from the printer twenty-five copies.

In July, 1920, the new firm announced confidently, "We have the big book of the fall." This was Sinclair Lewis's "Main Street," published on the 23rd of October. On the night of the 21st of October, Mr. Brace said, "Of course, we know it's a big book, but if someone would only tear his shirt about it!" Hey-

wood Broun released his review of the book the day before it was published, so that Mr. Brace came in jubilant. The book went off with a bang. Forty-seven thousand copies were sold before Christmas, forty thousand of them in New York City with its population from back home on Main Street. By this time, Will Howe had resigned, to go to Scribner's, and the firm name was changed to Harcourt, Brace and Co. J. E. Spingarn, editor of the *European Library* became Vice-President, August Gehrs, Secretary, and Ellen K. Eayrs a director. The following spring, Dorothy Canfield's "The Brimming Cup" was published, and this and "Main Street" held first and second places on the best seller list for six months. The firm now acquired the American agency for Geo. Bell and Sons, London; and at about this time took the whole house in which hitherto it had been but one of several tenants, and also acquired the basement next door. On the 7th of June, 1921, Strachey's "Queen Victoria" was published, and fifty thousand copies were sold before Christmas. Then followed "Babbitt," "Rough Hewn," Carl Sandburg's "Rootabaga Stories."

In December 1922, the firm started a new enterprise, a bookshop for the sale of books of all publishers. It is at 4 West 43rd Street, and is under the joint management of Alice Doye and Rubie Ley.

Until March, 1923, the new firm had not entered the religious field. On March 23rd, Papini's "Life of Christ," admirably translated by Dorothy Canfield, was published. By the end of April, a leading jobber reported that no volume of non-fiction and only one novel had outsold it in the month of April, altho it had been published so shortly before the first of the month.

In the meantime the text-book department was steadily developing under S. Spencer Scott and George Shively. This department is confined to books for colleges and high schools, and specializes in the social sciences, English and science. As planned, it may gradually include modern language books, but will probably never include Latin, Greek or mathematics, and will probably not enter the elementary field.

Mr. Harcourt says that it has been just as much fun to build up a big staff rapidly as to build up a list. The way it has been done is thru an agreement with an old friend, Dr. M. H. Lucey, principal of the Julia Richman High School, to take the brightest girl or girls from the graduating class each February and June and then to make each one responsible for some specific part of the work. So it is an all-star cast, Mr. Harcourt maintains, and they run the show.

The Shakespeare Tercentenary in England

By Walter J. Magen

Secretary of the Associated Booksellers of Great Britain and Ireland.

DURING the last two weeks in April the public in London and other large towns was reminded of a very famous Englishman, William Shakespeare. Most municipal libraries have been displaying books about him and those at Southwark, London, and Stratford-on-Avon have been holding a miniature kind of fête. The booksellers shops have had Shakesperiana well to the fore. Articles have appeared in the daily press, some of them introductory, others critical and many challenging the accepted theories on doubtful points.

The Shakespeare Association held a banquet in the famous old Stationers' Hall, London, and afterwards a series of lectures in the University of London. These lectures were free to the public and were well attended. Sir Israel Gollancz, Sir Sidney Lee, J. Dover Wilson, R. Compton Rhodes, W. W. Greg, H. M. Spielmann and others attended. At the Stationers' Hall, books to the value of many thousands of pounds were displayed. There was on view more than one volume with a market value of two thousand pounds. The Registers of the Worshipful Company of Stationers, seven volumes dating from 1554 to 1708 showing entries of Shakespeare's plays by various booksellers were on show as well as the transcripts by Edward Arber, and the Roxburghe Club. Copies of the First Folios in possession of John Murray, Bernard Quaritch Ltd., Maggs Bros., and Captain William Jaggard were on view. Reprints of the Folios from 1807 to 1904 by E. & J. Wright, L. Booth, H. Staunton, J. O. Halliwell Phillips, Sir Sidney Lee, and Methuen were displayed. The census of copies of the folios by Sir Sidney Lee, 1902; A. W. Pollard, 1909, and Miss Bartlett, 1906. Contemporaneous publications were on show, such as "The Workes of Benjamin Jonson," 1616, and Beaumont and Fletcher, "Fifty Comedies and Tragedies," 1679. Quite a lot of books either printed or published by the Jaggards all more or less associated with the First Folio were displayed, including "Tacitus Annales," 1604-5, down to Johnson and Bolero's "Relations of the most famous Kingdoms and commonwealth thruout the world," 1616.

Books printed or published by Blount, Smethwicke, Aspley from the Quaritch and Maggs Collections, including Montaigne's "Essayes or Morale, Politike, and Militaire Discourses," 1603; "Drayton's Poems," 1619;

Chapman's "Eastward Hoe," 1605, and a facsimile of The second part of Henrie the Fourth, 1600.

Amongst the selected editions and comment of the Eighteenth Century were the first octavo and the first illustrated edition of Shakespeare, 1709; also "Shakespeare restored; or, a specimen of the Many Errors, as well Committed, as unamended, by Mr. Poe, by Mr. Theobald," 1726. The books in this section were from the collection of Messrs. Maggs and Sir Israel Gollancz. John Murray exhibited four selected quartos printed before 1623. Other items in the exhibition were many late Sixteenth Century productions from the libraries of various collectors. An interesting exhibit was portraits and views of contemporary London. Many of these came from the libraries of Captain Jaggard, Messrs. Daniell, The Medici Society and others.

The British Museum is holding a Shakespeare Exhibition which will be open to the public for some months. The trustees of the Museum have issued a catalog of seventy pages which contains an introduction by Professor A. W. Pollard. In itself this is a complete history of the Shakespearean era, and when combined with a visit to the Kings Library the visitor cannot fail to be impressed by the importance of Shakespeare as an author. As becomes a national collection, systematic arrangement and classification are carried out. First of all there is the collaborative work with other contemporaries as shown by these pamphlets by Thomas Nash, Robert Greene, Henry Chettle and revision work which caused both Greene and Marlowe to attack Shakespeare. Another section is devoted to "The Poems," including a second edition of "Venus and Adonis," 1594; a first edition of "Lucrece," 1594, and a 1616 copy of the "Rape of Lucrece"; also Sonnets (1609) "Never before Imprinted." This volume is interesting as it gives the names of two booksellers who took shares in its production. In another section are works in which Shakespeare's share is contested, such as "The Tragedy of King Richard the third, 1597. Printed for Valantine Sims, for Andrew Wise at the Signe of the Angell," as well as the "The Tragedie of King Richard the third, newly augmented by William Shakespeare," 1605. Also "A Pleasant Conceited Comedie called, Loves labors lost. As

it was presented before her Highness this last Christmas. Newly corrected and augmented By W. Shakespeare, 1598." This is the first recorded edition and supposed to supersede a pirated earlier edition of the play. "An Excellent conceited Tragedie of Romeo and Juliet. As it hath been often (with great applause) plaid publicquely, by the right Honorable the L of Hunsdon his Servants. 1597." This is probably the first printed edition of a play of his that has come down to us. The publication of this edition was not preceded by any entry in the Stationers' Register. "A Midsommer nights drame," 1600. This is a first edition. There are traces in it of revision of a play produced in 1594. Another section includes the Richard II and the Lancaster Cycle. Shakespeare's share in these plays may be proved by a comparison with his later work.

The exhibit includes the first collected editions known as the Quartos, and the Folios, early general allusions to Shakespeare issued before 1623, and Source Books including not only the direct and immediate sources from which he compiled his works but some books from his library. A section is devoted to personal allusions and biography which contains facts, legends and anecdotes associated with Shakespeare's life. Eighteenth and Nineteenth Century editions, criticisms and study, music and maps complete a wonderful collection of Shakesperiana. In his book entitled Shakespeare's First Folio, Mr. Crompton Rhodes brings to light how much we are indebted to Shakespeare's colleagues, John Heminge and Henry Condell, for collecting and publishing the volume. Incidentally he throws much light upon the book-trade of the period when bookselling and publishing was a composite trade and not as we now know it as two sections of one trade. It is also interesting to notice that St. Paul's Churchyard was the home of the trade but at the present moment there is not a publishing firm in the churchyard. Bookselling in the Shakespearean era is an interesting topic by itself.

The public presentation of Shakespearean plays has fallen off in London and so far as I know at present there is only one place where his plays are performed consistently and this place is one of the lower grade theaters.

All English children have to know at least one of Shakespeare's plays, but few pursue the subject after school days are over. There are many evening classes of different kinds of a very high standard which study literature and generally conclude with a more or less exhaustive study of Shakespeare. Apart from this, Shakespeare is neglected.

Richard Fuller and the Doubleday Shops

DOUBLEDAY, Page & Company and Richard F. Fuller, treasurer of the Old Corner Bookstore, have just reached an agreement by which Mr. Fuller will become general director of the policies and developments of the retail bookshops of the Doubleday organization. His connection with the Old Corner will be as before, and will take the major part of his time, but the methods of organization and selling which have made the Old Corner so successful will be applied to the Doubleday group, and Mr. Fuller will travel from one store to another and be in consultation in New York with the firm and with Cedric Crowell, who will continue as manager of the stores in charge of purchases and details.

The Doubleday group, which began with the Lord & Taylor shop in New York, now includes the Liberty Tower Shop in the financial district, the Pennsylvania Terminal Shop with the smaller book section in the Long Island Railroad corridors, The Arcade Bookshop in St. Louis, the bookshop in Kansas City taken over from Bryant & Douglas, the book section in the big department store of LaSalle & Koch in Toledo and the newly established and very beautiful mezzanine shop of the Higbee Co. on Euclid Ave., Cleveland, and the newest shop of all in Newark, N. J.

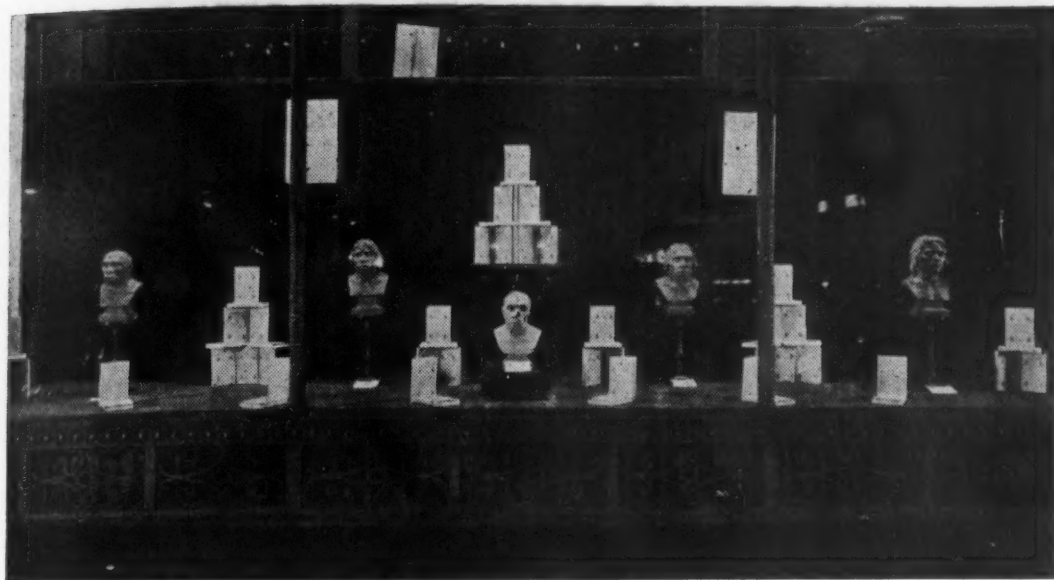
Mr. Fuller's new connection will lead to a careful study of all the methods and conditions in these shops before steps are taken toward further progress.

Richard F. Fuller is a Massachusetts man of 36 years, who had seven years with one of Boston's old banking houses as salesman and organizer of mail-order business before entering the book field. In 1911, he came to the Old Corner Bookstore, which had recently moved to Bromfield St., and, after a year's experience on the floor, took over the financial direction in the interests of the stockholders. The famous old store with its unusual sales organization under Joseph Jennings seemed to need only the stabilization of good financing to bring it to the era of great prosperity that it has lately enjoyed.

Mr. Fuller has been active in the Boston Booksellers' Association since its foundation and is its present president.

HOMER CROY, according to the gossip of Harry Hansen, has sold the movie rights of "West of the Water Tower" for \$25,000. Which, of course, does not prove that Croy wrote the book, but so far all our attempts to sell the movie rights to Zane Grey's novels have met with very small success.

Window Exhibits of Prehistoric Man



REPRODUCTIONS OF THE HEADS, RECREATIONS OF PREHISTORIC MEN, MODELED BY DR. MC GREGOR FOR THE AMERICAN MUSEUM OF NATURAL HISTORY. THE REPRODUCTIONS WERE SHOWN BY MCCLURG OF CHICAGO IN CONNECTION WITH A DISPLAY OF THE YALE UNIVERSITY PRESS BOOK, "THE EVOLUTION OF MAN."

A PLAN for bookstore window exhibits of unusual interest in every community in which they will appear is the outcome of the agreement made between the Yale University Press and Professor J. H. McGregor of Columbia, by which replicas of his famous restorations of prehistoric men are to be exhibited in various parts of the country. Their first appearance was in the Wabash Avenue windows of A. C. McClurg & Company where Mrs. Josephine Green arranged the display pictured above.

The Yale University Press sent out several thousand circulars announcing the exhibit to mailing lists provided by McClurg's, and copies of "The Evolution of Man," which they have recently published, containing the series of lectures delivered at Yale, were featured in the window.

Professor McGregor is the leading authority in this country on early races and their restoration. These famous busts have been completed after a lifetime study of fossil remains, and have attracted wide attention when exhibited at the American Museum of Natural History in New York. The great public interest in evolution will make their appearance of real importance. In one city where they are to appear, the directors of the local museum are sending word about the appearance to all members and subscribers, believing it to be an important thing for the community to have a chance to view them.

The bust at the left as they appear in this

photograph is that of the Java Ape Man, which scientists reckon as dating from about 500,000 years back. The next bust is that of Piltown Man, recreated from a skull found in England, with an age estimated at 100,000 years. The Neanderthal Man is reproduced in two forms, the one in the front of the window without hair and with the skull bare on one side showing how the restoration was built up. This man flourished in Europe about 50,000 years ago. The last bust at the right is the Cro-Magnon Man, who flourished in Europe about 25,000 years ago.

With the public interest as it is today in the question of evolution, the appearance of these in leading centers is of unusual importance and gives the bookstores a remarkable opportunity to serve their communities as educational centers.

The Yale book on "The Evolution of Man" includes a lecture on "The Antiquity of Man" by Richard Swann Lull, "The Natural History of Man" by Harry Burr Ferris, "The Evolution of the Nervous System of Man" by George Howard Parker, "The Evolution of Intelligence" by James Rowland Angell, "Social Evolution" by Albert Galloway Keller and "The Trend of Evolution" by Edwin Grant Conkling.

From Chicago the display went to the W. K. Stewart Co. in Indianapolis, following which it will appear at the James Book Store in Cincinnati, the Pettibone McLean Book Store in Cleveland, and other cities to be arranged.

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists*

Edited by Merle Johnson and Frederick M. Hopkins

Number 36.

RAY STANNARD BAKER ("David Grayson") 1870—

*David Grayson
(Ray Stannard Baker)*

THESE books are in two methods, the first, as Baker, investigating, and recording social and political events; the second, as Grayson, essays in classic vein. These latter include the titles from "Adventures in Contentment" to "Great Possessions."

BOYS' BOOK OF INVENTIONS. *New York, 1899.*OUR NEW PROSPERITY. *New York, 1900.*SEEN IN GERMANY. *New York, 1901.*SECOND BOYS' BOOK OF INVENTIONS. *New York, 1903.*FOLLOWING THE COLOR LINE. *New York, 1908.*NEW IDEALS IN HEALING. *New York, 1909.*THE SPIRITUAL UNREST. *New York, 1910.*ADVENTURES IN CONTENTMENT. *New York, 1907.*ADVENTURES IN FRIENDSHIP. *Garden City, 1910.*THE FRIENDLY ROAD. *Garden City, 1913.*HEMPFIELD. *Garden City, 1915.*GREAT POSSESSIONS. *Garden City, 1917.*WHAT WILSON DID AT PARIS. *Garden City, 1919.*THE NEW INDUSTRIAL UNREST. *Garden City, 1920.*WOODROW WILSON AND WORLD SETTLEMENT. *Garden City, 1922.*
Three volumes.

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A Congress of Motion Picture Arts

EMPHASIZING the place of motion picture among the arts rather than its social relations, a congress of representative people gathered at the Waldorf Astoria on June 7th and 8th, under the auspices of the Authors' League of America in co-operation with Adolph Zukor and Jesse L. Lasky.

An international aspect to the occasion was given by the presence of W. B. Maxwell, author of "Spinster of This Parish," "In Cotton Wool," etc., who came as official delegate of the British Society of Authors, and of Julien Jacques Champenois, who represented French universities, R. J. C. Stead, president of the Canadian Society of Authors, and J. Murray Gibbon, past president of the Society.

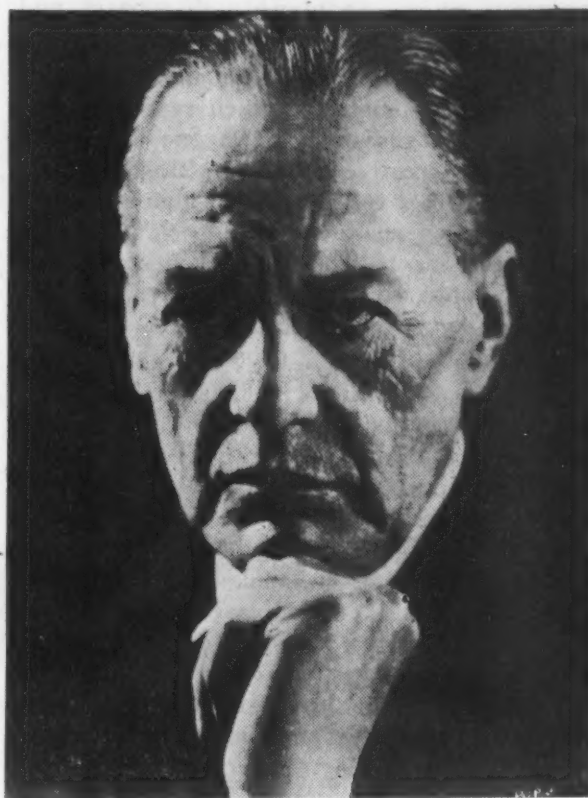
As a result of the deliberations, there has been appointed a committee of twelve, which shall serve as a supervisory board in determining the form of a permanent organization and in weighing and considering the suggestions brought out by the general discussion. This committee includes Henry W. Taft, who was honorary chairman of the Congress; Ellis Parker Butler and Eric Schuler, president and secretary, respectively, of the Authors' League; Alice Duer Miller, author; Gertrude Lane, editor of the *Woman's Home Companion*; William A. Johnston, editor of *Motion Picture News*; George Barr Baker, permanent chairman of the Congress; and Robert T. Kane and Charles E. McCarthy of the Famous Players-Lasky Company.

Among the many authors who discussed the relationship of the writer to the screen were Clayton Hamilton, Herbert Adams Gibbons, Fannie Hurst, Mary Shipman Andrews and Dr. Henry Van Dyke. The motion picture producers invited criticism in gathering such a group, and accepted the criticism that came in good part. Besides the authors' organization, labor was heard from thru Matthew Woll, vice-president of the American Federation of Labor, and the church thru Rev. Father Kelly, who brought a message from Archbishop Hayes, and thru Rev. Christian F. Reisner of the Methodist Church.

At the close of the Congress, Mr. Zukor offered a \$10,000 prize for the best story which should be screened in the year following September 1st, and, in his summary of the results of the convention, expressed his hope that the producer might hereafter be looked upon by authors in the same way that they looked to their book publishers and that the producer should serve them as Harper served Mark Twain or as Scribner has served Stevenson in this country.

Elmer Rice, the dramatist, in his speech to

the Congress, stressed the fact that motion pictures are produced by specialists in each detail of the work. He contended that such a system is excellent for quantity production but that no truly great piece of art had ever been produced by such a method.



W. B. MAXWELL, DELEGATE TO THE FIRST INTERNATIONAL CONGRESS OF MOTION PICTURE ARTS FROM THE SOCIETY OF BRITISH AUTHORS, INC.

"The calling of the Congress is sufficient proof of the general feeling that the motion picture has yet to establish itself as one of the major arts. In fact, no intelligent and impartial person can refuse to admit that the screen has produced no masterpieces in any degree comparable to the masterpieces of Beethoven, Shelley, Euripides and Fielding.

"The reasons for this are numerous and complex and one of the chief of them is that a motion picture under existing methods of production is not a work of art at all, but is simply a synthesized and standardized article of commerce.

"I shall not attempt a definition of art, but it is safe to say that a work of art, if it is anything, is the expression in the medium of sound, color, language or the like of the emotions and ideas of a dynamic and creative personality. From every great masterpiece we derive a sense of individuality; of the unique spirit of the creator shining thru his work.

"The manner of making a motion picture utterly precludes any such result. There is a sub-division of labor which prevents the domination of any one personality. The original story or idea in its career from author to public undergoes an evolution (or devolution) which inevitably robs it of freshness and originality. As it passes from hand to hand; editor, scenario writer, director, cutter, title-writer, editor again—to name only the more important stages—spontaneity disappears and a stereotype develops.

"It is often contended that this collaboration produces something which represents the sum of their genius. To anyone at all familiar with creative processes, this is manifestly absurd. Collaboration almost invariably produces mediocrity. Especially is this true where the collaborating elements are so numerous and so diverse. Masterpieces are arrived at by great unchecked bursts of creative energy, not by compromises and consultations.

If the screen is ever to produce works of art, a new type of artist will have to appear. He will not be a novelist or playwright trying to apply the technique of his own craft to the screen. He will be primarily and essentially a writer for the screen, a close student of its technique and a keen analyst of its possibilities and limitations. He will dominate every phase of the production. He will originate the idea and write his own scenario which will be as complete and unalterable as the prompt copy of a play. Over this scenario he will have the same control that a playwright has over his manuscript. He will write the titles and supervise the cutting of the picture. He will either direct the picture himself or else he will completely and authoritatively supervise the direction. Besides all this, it is scarcely necessary to add, he must be a genius. Until this type of artist is developed, it is nonsense to expect the screen to give us works of art."

Clayton Hamilton, in the course of his speech, urged that a greater use be made of historical and classical material in the production of pictures. He said:

"I think it would be perhaps a little better if we delved more into the past. There is no barrier of language in this new medium of narrative. We have literatures of all the languages of the world to draw upon, of all of the centuries of the world to draw upon. And what do we show? We show the public "Why Women Sin" and "Why Girls Leave Home" or something about the life of the big chested hero in the great open spaces of the cold Northwest where blood runs red and men are men.

"I should say very briefly a word or two about what I think is the best kind of material for motion pictures. I do not think that the motion picture as a medium of narration is essentially dramatic. I do not think that the motion picture should be an imitation of the drama or in any way an imitation of the theater. I think it is a little more novelistic than dramatic. I think among all the literary mediums the motion picture resembles more than any other the epic. I know the most moving moments I have ever seen on the screen have always not been novelistic moments or dramatic moments but epic moments. A dramatic moment represents a struggle between individuals but an epic moment represents a struggle of a group, thousands, in some cases millions of people, to accomplish a great communal purpose and thereby advance communal cause of civilization.

"Now I think the motion picture belittles itself when it merely concerns itself with such an individual matter as whether or not the hero will finally succeed in marrying the heroine, or whether or no the rich and vicious banker will finally succeed in his fell purpose of seducing the poor but virtuous stenographer. Those are individual matters. The drama can deal with those more efficiently, but the drama cannot cope with the motion picture when it comes to dealing with epic material. The finest and biggest and greatest motion picture I have seen in several seasons is a picture called 'The Covered Wagon,' and I think the greatness of 'The Covered Wagon' is inherent, and I think that its subject matter is big.

"When I saw it I did not care at all whether the heroine married the hero or not, and I was not interested at all in the individual, I was not interested very much in the individual struggle between the hero and the villain, but I was intensely interested in whether the thousand or more people who started out in covered wagons from Kansas City to trek across the illimitable open country would finally succeed in getting to the Pacific Coast and accomplish the winning of the West. That was a communal purpose, an epic purpose, an historical purpose.

"We still compare all subsequent motion pictures with that great picture which set the standard many years ago, 'The Birth of a Nation.' That also had an epic theme. Its great moments were epic moments. The drama cannot deal with those. The theater is not large enough. The theater cannot show a wagon train swimming across a mile wide river. The motion picture, however, does really do something that the theater cannot do and that the novel and short story cannot do so vividly."

Thursdays at Five-thirty

Little Talks With the Sales Force

By James Lackington, Jr.

XXII. ORDER TAKERS

AT the next meeting, Mr. Brown resumed operations with the little black book. Indeed, had any one happened to glance over his shoulder he would have seen quite copious notes following a heavily underscored heading "Order Takers." By this time, Mr. Partland had so greatly improved that Mr. Brown felt that the need for anxiety had passed and it was confidently expected that another week would find him back at the store once more.

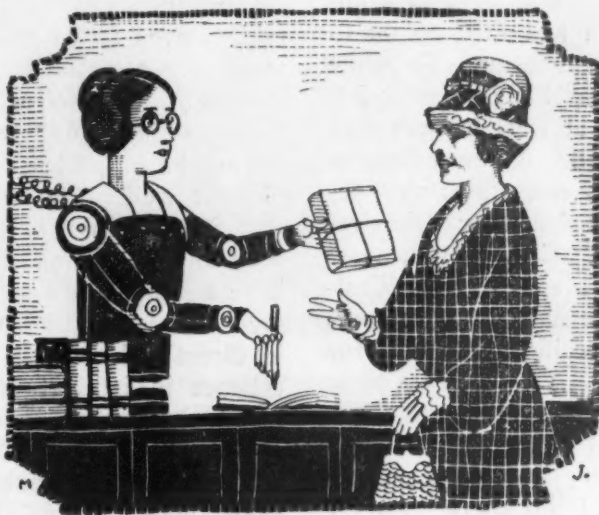
"To-night," said Mr. Brown, "we are going to talk about 'order takers' for awhile, and I hope that I may have your best attention, for I am very serious about this matter, so much so that I have asked Miss Person to stay and make a stenographic report of

what I have to say so that you may each have a copy for your earnest study." The members of the staff had wondered a little at the presence of Miss Person at the meeting, as ordinarily these gatherings were strictly limited to the sales force in the book department.

"I think there is a great deal of loose thinking in regard to this question of order takers," began Mr. Brown, and Miss Person's flying fingers began to record his remarks. "There is a great deal of contempt expressed for 'mere order takers' as they are called. A favorite illustration in this connection is this: A man enters a book store. 'Give me a copy of 'In the Days of Poor Richard,' he says. The clerk gets the book, wraps it up, says 'Thank you. Nothing else today?' The customer to be polite agrees, 'Nothing else today,' and passes out. The clerk's critic says that the clerk in question is a pure order taker, otherwise he would have mentioned other books by Irving Bacheller or possibly 'The Autobiography of Benjamin Franklin' or possibly some other fiction. Now we will suppose that the clerk had done so and had sold an additional book. This would have warranted the stamp of approval and the clerk

would have become a salesman. He would have been exercising a fine art, influencing a sale in line with his judgment of the customer's tastes and requirements. This is, I presume, the highest way in which we in the book business can exercise our ingenuity, can fulfill our

appointed task as not mere purveyors of what the public asks for but as those who, understanding their wares, can recommend and urge them with discretion and understanding. Yes, there is nothing in our whole game finer than the fine art of beautiful suggestive salesmanship. Far nobler a task to lead an inquirer to a good book than merely to wrap up a book already chosen by the customer from some other source! The ability to exercise this



A MERE ORDER TAKER

fine art of suggestive salesmanship—never obtrusive, never aggressive, always helpful, so enthusiastic for the suggested book that the question of the added sale is never in the customer's mind, this ability at once marks a man or a woman as a real bookseller, well fitted for the chosen calling predestined to success.

"And yet such a salesman does not necessarily come under the head of 'born and not made.' Presupposing an inherent love of books, the rest can follow, can be cultivated, can be learned. The two essential things are to know books and to know people. Once you have made a start on those two things the rest will be comparatively easy. So, if you aspire to supreme usefulness in this job of yours, a usefulness that will reward you in a material way and also in the finest satisfaction that life affords, the satisfaction of a worth-while work well done, and I hope and believe that you do aspire to this, then the path lies very directly before you.

"I do not say it is an easy path, far from it, but I do say that it is a direct, an unmistakable path. You cannot lose your way. I have

spoken so fully that you may not misunderstand me in what I am about to say. Fine helpful salesmanship is far beyond and above any order taking and puts anyone capable of it on a superior plane; but, and here is a very real thing to think over and something we must never lose sight of for a moment, we must also be efficient order takers. Because the direct, called-for sale is easy and requires, perhaps, less effort, we must not fail in the requirements that are essential to this lesser task. For even order taking is not an uncomplicated thing. We have hundreds of patrons coming into our department who have fairly definite ideas of what they desire. As efficient order takers let us fill that requirement correctly and completely if we possibly can and then go on to the use of suggestive salesmanship. So while suggestive, helpful salesmanship is a finer job than order taking, let us at least be sure that we do the smaller job well. A few examples just to illustrate how this store, how this department has violated efficiency or effectiveness in mere order taking. Easy enough when a customer says: 'I want a copy of "His Children's Children"' to make a sale. Customers do not always ask so specifically. Now for these examples.

"Give me a copy of Knickerbocker's 'History of New York,'" said a patron. A search in the *Burt Home Library* was unsuccessful. 'Can we order it?' 'No, I am sorry. I'll try the library.' But a copy of Knickerbocker's 'History of New York' quietly reposed in our shelf of Macmillan's *Pocket Classics*. To have sold it would have been merely order taking and no more, but we missed an order there.

"I want that new book that has an essay on 'Decency in Literature,' by a Columbia College professor. I can't think of his name. 'Do you know the name of the book?' 'No, I'm sorry I don't.' Another lost sale because three copies of John Erskine's 'Literary Discipline' were right there on our new non-fiction table waiting for a call—a call that came but that we failed to recognize. Order taking? Yes, but our knowledge of our product wasn't sufficient even for order filling in this particular case.

"I want a new book by that man who used to run Long's Peak Inn and who climbed Long's Peak so many times that he could hardly keep track of them.' Well, we looked around a good deal and passed right over 'Wild Animal Homesteads,' a number of times and so did the customer, but we didn't make the sale because we didn't know that simple little fact about Enos Mills. Order taking? That was all, but that was an order that we didn't fill.

"I want a copy of 'The Quest of the Fish Dog Skin,' said a customer, omitting to mention that it was a boy's book. Order taking? Yes, but we didn't make the sale tho. All the time the book was waiting right upstairs in the juvenile department.

"I am not dealing here with the more complicated forms of order-taking that blend in with salesmanship, as, for example, when a customer asks for 'something on interior decoration' or 'a good book on the history of music.' I am referring to cases in which the customer had a specific book in mind but was not able to mention it by title. That is where knowledge of our product will make us more efficient even in the lower realm of order-taking, even as we readily recognize that it is absolutely essential in the higher field of real salesmanship. So while we recognize that order taking is not perhaps a very high task for us, let us, at least, be sure that we accomplish it well. Tho we aim to do more than that, it is well not to sneer at order taking, for even to do that well will require of us that we have a rounded knowledge of what we sell. So my word is this: Let us strive to perfection in direct order filling, to a high order of excellence in indirect order filling and to constantly increasing effectiveness in the fine art of salesmanship. And we can't do anyone of the three things unless we know books and to know books means that everyone of us, including the head of the department, must keep everlastingly at it. A hard job? No, because unless this game engages your unflagging interest, it is not for you. That is all for tonight, but if we want to succeed, we must faithfully follow out all that I have said. I am convinced that every word is true. Goodnight."

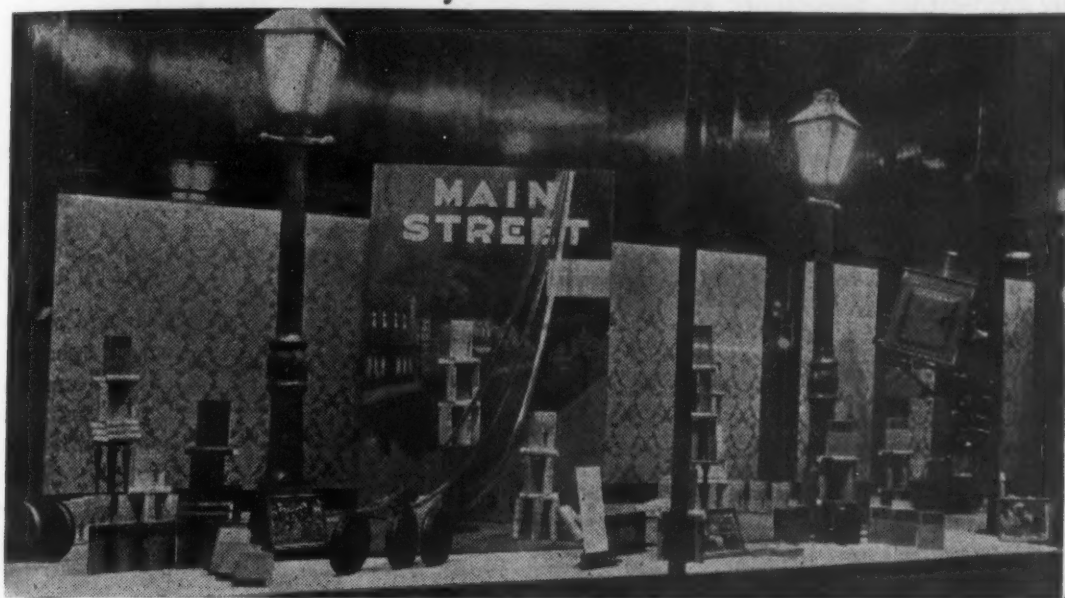
A New Type of Wage Scale

A WAGE contract of a new type has developed in connection with the building troubles in New York, and, in the agreement made June 6th between the Allied Metal Industries and the Housesmiths' International Union, there is a clause that binds each party to preserve the exact wage scale agreed on, i. e., that employers shall, on their part, cease to offer workmen any higher wages than the scale provides, thereby causing moving from one shop to the other. The employees, on their part, agree to accept only the wage scale adopted without further increase during the period of the agreement.

BRENTANO'S HAS TAKEN OVER from the McCann Company Andre Tridon's "Easy Lessons in Psychoanalysis."

The Book And Its Film

Fortnightly News for Booksellers from the Motion Picture Field



AN AMBITIOUS WINDOW DISPLAY STAGED BY HAMBERGER'S, LOS ANGELES, CAL., WHEN THE MOVIE, "MAIN STREET," WAS IN TOWN

Distributors' Fall Announcements

A GLANCE thru the lists of photoplays now being produced promises many opportunities for the bookseller to profit next fall from a larger collection of book films than has ever been released before.

On the Preferred Pictures list are: "The Virginian" by Owen Wister; Robert W. Service's "Poisoned Paradise;" "The Breath of Scandal" by Edwin Balmer; Zona Gale's "Faint Perfume;" "White Man" by George Agnew Chamberlain; "The Triflers" by Frederick Orin Bartlett; and Edgar Saltus's "Daughters of the Rich."

First National has announced the following: Warner Fabian's "Flaming Youth;" Eugene O'Neill's "Anna Chrisie;" "Ponjola" by Cynthia Stockley; "Lord of Thundergate" by Sidney Hershel Small; Gertrude Atherton's "Black Oxen;" and Booth Tarkington's "Penrod And Sam."

Paramount Pictures will release: "To the Last Man" by Zane Grey; "Ruggles of Red Gap" by Harry Leon Wilson; and stories and novels by Booth Tarkington, Emerson Hough, William J. Locke, Rita Weiman, George Ade, F. Scott Fitzgerald, John Galsworthy, Konrad Bercovici, Blasco Ibáñez and Arthur Train.

Other producers will add many classic and best seller titles to this long array of books.

Books in Advertisements

PRODUCERS of motion pictures realize that the best angle from which to create a demand for a film based on a popular book is by stressing the book connection rather than the director or star. Two striking examples of this type of appeal appear in the June 9 *Moving Picture World*. Full page advertisements of two Paramount productions, Zane Grey's "To the Last Man" and Harry Leon Wilson's "Ruggles of Red Gap" contain large reproductions of the covers of the books. In the "Ruggles of Red Gap" advertisement two pages of the story are printed in clearly legible type. The advertisements in the *Moving Picture World* are seen, not by the public, but by exhibitors who are experts in knowing what the public likes. This type of advertisement surely indicates that exhibitors now value the book end of the proposition.

Warner Brothers Favor Novels

WARNER Brothers, who filmed last year many popular novels, including "Main Street," "The Beautiful and Damned," and "Brass," have announced that a large number of their 1923-24 pictures will be based on novels and plays.

Dinner to Mr. Liveright

AT the Hotel Brevoort on the evening of June 14th, a dinner was given by a group of friends to Horace B. Liveright, of Boni & Liveright, in recognition of his work in fighting the so called "Clean Book Bill" at the last Albany Legislature. The dinner was in charge of T. R. Smith, former editor of *Century Magazine*, and those on the dinner committee included Heywood Broun, Eugene O'Neill, Burton Rascoe, Fannie Hurst, Elizabeth Marbury and Charles Hanson Towne.

Field Day is July 11th

THE Chicago Field Day falls on Wednesday, July 11th, and the place for the gathering, as last year, is at the Calumet Country Club. This is the sixth annual event, and the program has been elaborated to include all of the most popular events of past years, including the fat men's race and the pinochle contest. This event is in charge of the committee which has had so much to do with the history of this well organized institution, including William J. Barse, E. F. Brewster, L. B. Vaughan and Duke Hill. Many travelers plan to arrange their schedules so as to cover this event, and, as the day approaches, full details will be outlined.

100,000 Sales by Direct Mail Advertising

AT the Advertising Club of New York, L. R. Collier of the *Review of Reviews* Corporation described to the special group interested in direct mail selling how he had directed and conducted the campaign which sold 100,000 of Wells's "Outline of History." Some of the figures are as follows:

A single circular, repeated without change, was sent out to 3,000,000 addresses, and it brought in 50,000 orders. This was for the 1-volume edition, which, together with the *Review of Reviews*, sold for \$7.50. This sale so rapidly increased the subscription list of the magazine that it was thought best to withdraw the connection between the offer and the magazine subscription, lest the circulation become more than could be covered by the advertising rates. 2,000,000 more circulars were sent out covering the book alone in more expensive binding.

In addition to these 5,000,000 circulars, \$25,000 was spent in newspaper and magazine advertising, but this, it was found, did not pay as well as the circulars. The best paying display ads were in the serious magazines, and one page in the *Review of Reviews* costing \$300 brought \$4,000 worth of orders.

This campaign was conducted a year ago last winter, just at the time the 1-volume edition of the "Outline of History" was published thru the trade. Last fall, a campaign was begun on the 4-volume revised edition at \$12, including the *Review of Reviews*, and totaled a sale of 30,000 sets of this edition.

In summing up the cost, Mr. Collier said that the circulars cost in the mail 2½ cents each, or \$125,000 for 5,000,000 circulars. These brought in \$600,000 worth of orders, so that the selling cost was about 20%. About 40% of these purchasers sent full cash; the balance used the time paying privileges.

Red Letter Book Pages

WITH the July issue, *World's Work* will begin the printing of a special department of books in charge of Thomas Masson, well known as the editor for many years of *Life*. In every issue there will be ten or twelve reviews of new books from a carefully selected list, and along with this will be short comments on current books of all subjects. This book review section will have the advantage of the two color printing, which is used in many parts of the *World's Work*, and will justify the use of the special name for the section, "Red Letter Books."

Copies of the reprint are to be sent to the bookstores for study and for posting, so that booksellers may be aware of what books are being featured. The circulation of *World's Work* is now about 115,000, and reaches a very substantial and widely scattered group of readers. This section will, as with the similar section in the *Atlantic Monthly*, contain publishers' advertising, and the reprint of these will be in the reprints along with the reviews.

Publishers' Baseball League

	Won	Lost	Per
<i>Pictorial Review</i>	5	0	1.000
McGraw-Hill	3	2	.600
Oxford	2	2	.500
Brentano's	2	3	.400
Grosset & Dunlap	1	3	.250
Havana Reds	1	4	.200

Rare Book Stolen

THE Holliday Bookshop, 10 West 47 Street, New York City, had stolen on June 8, a copy of "The Loves of Clitophon And Leucippe" by Achilles Tatius, translated by Robert Burton. The book is a reprint, with facsimile title-page, of the edition of 1597; a small folio, brown boards, buckram back, paper label, No. 67 of the English edition of 394 copies.

Obituary Notes

PIERRE LOTI

LOUIS MARIE JULIEN VIAUD, who wrote under the *nom de plume*, Pierre Loti, died at his home at Hendaye, France, on June 10, at the age of seventy-three.

Louis Marie Julien Viaud was born at Rochefort. The members of his family were staunch Huguenots and it was for a long time his intention to enter the ministry. But the Charente River flowed into the bay of Biscay and Loti succumbed to the lure of the sea and at the age of seventeen he entered the naval training school. He was for forty years in active service in the French navy. Some time previous to his retirement in 1910 he attained the rank of captain.

Practically all of Loti's novels and sketches are based on his experiences and travels. His tales usually are founded on his intimate knowledge of the countries he visited. The stories are an unusual combination of autobiography and imaginative writing.

"Aziyade," written when Loti was twenty-six, attracted immediate attention. Other works followed quickly, in 1880 "Rarahu" appeared; "Le Roman d'un Spahi," 1881; "Fleurs d'Ennui," 1882; "Mon Frère Yves," 1883; "Pêcheur d'Islande," 1886; "Propos d'Exile," 1887; "Madame Chrysanthème," 1887; "Au Maroc," 1890; "Le Livre de la Pitié et de la Mort," 1891; "Fantôme d'Orient," 1892; "Ramuntcho," 1897; "La Troisième Jeunesse de Mme. Prune," 1905; "Les Désenchantées," 1906; and "La Mort de Philae," 1908.

Loti was elected to the French Academy in 1892. In 1912 he came to this country to superintend the production in New York of his play, "The Daughter of Heaven."

It is said that Loti's reading was limited almost entirely to the Bible and the works of Gustave Flaubert and Alphonse Daudet.

GEORGE MUNRO

GEORGE MUNRO, son of the famous George Munro, who was a dominant figure in the publishing world of a generation ago, died at his home in New York on June 6th, aged sixty-four. He was head of the house of George Munro Sons after the retirement of his father in 1893 and until its disintegration in 1908. The firm of Munro flourished and won fame thru the publication of the *Fireside Companion*, a weekly story paper with an immense national circulation, and the *Seaside Library*, which reprinted the works of all the current popular English novelists before the days of international copyright.

FRED EMERSON BROOKS

FRED EMERSON BROOKS, writer of popular verse and motion picture scenarios, died at his home in Berkeley, Cal. on June 1st. Born in Waverly, N. Y., in 1850, he lived for many years in California. He was the author of a dozen volumes of verse, and during his career was a prominent figure on the lyceum platform as a reader of his own poems. Among his published collections are "Old Ace," "Pickett's Charge," "Father Goose's Melodies" and "The Land of Arcadie."

DAVID A. CURTIS

DAVID A. CURTIS, author and journalist, who was an active figure in metropolitan newspaperdom for half a century, died at the Broad Street Hospital in New York after a brief illness, on May 23rd. He was the author of the famous Poker stories which ran in the New York *Sun* for a number of years. His published books are: "Beyond Hypnotism," (1902); "Queer Luck," (1899); "Science of Draw Poker," (1901); "Stand Pat," (1906); "Old Man Freehut and His Friends," (1911); "Finality," (1920.)

WILLIAM J. CORCORAN

WILLIAM J. CORCORAN, who was with the Baker & Taylor Company for thirty-seven years, died at his home in New York on June 11th.

Change of Price

Alfred A. Knopf has announced that the price of "The Garden Party" by Katherine Mansfield has been, since June 1, \$2.50 net.

Business Notes

ALFRED, N. Y.—Norah Binns is opening a shop in this town to be named "The Box of Books."

BUFFALO is to have a new bookshop in the heart of the growing Delaware Avenue business district. Christopher G. Grauer of the Otto Ulbrich Company has decided to give Buffalo a supplemental book service to that provided by him on the main street, and has selected the fine new Jackson building for his undertaking. Mr. Grauer expects to work out many new ideas in connection with retailing.

HARRISBURG, PA.—The Handy Book Corporation, formerly of Reading, Pennsylvania, has moved to 229 North Second Street.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Titles beginning with an unimportant word are inverted to be listed under their subject when possible.

Achad, Frater, pseud.

The chalice of ecstasy; being a magical and cabalistic interpretation of the drama of Parzival by a companion of the Holy Grail sometimes called [author]. 82 p. front. D [c. '23] Chic., Yogi Pub'n Soc. apply

Admire, Harry F.

Progressive typewriting. 207 p. O '23 N. Y., Macmillan \$2.20

To meet the requirements of the average student and so arranged as to require the minimum of time in teaching and supervision on the part of the teacher; a large number of new speed sentences.

Almanach de Gotha; annuaire généalogique, diplomatique et statistique; cent soixantième année. 1409 p. front. (por.) T '23 N. Y., Lemcke & Buechner \$5

Bailey, Wilson G., M.D.

No, not dead; they live! a study of personal immortality from the standpoint of a physician and surgeon. 11+254 p. front. (por.) D [c. '23] Camden, N. J., I F. Huntzinger Co., 119 Federal St. \$2

"A setting forth of progress from materialism to knowledge of life after death, or scientific spiritualism."

Baker, Karle Wilson [Mrs. Thomas Ellis Baker]

Old coins. 14+76 p. D c. New Haven, Ct., Yale Univ. Press \$1.50

Quaint old tales; The Seeker; The Perfect Wife; The Fifth Traveller; The Immortal Lovers; The Talisman; The Hanging Gardens, etc.

Ballantine, William Gay

The Riverside New Testament; a tr. from the original Greek into the English of to-day. 7+449 p. O c. Bost., Houghton Mifflin \$3

A new and scholarly translation, direct from the original Greek into the English of to-day, giving the easiest possible access to the thoughts of the most important book in the world.

Berry, Samuel Stillman

Fossil chitons of western North America, no paging. il. Q (Proceedings of Cal. Acad. of Sciences; 4th ser.; v. 11, no. 18) '22 San Fran., The Academy apply

Barnes, Harry A., M.D.

The tonsils; 2nd ed.; faucial, lingual, pharyngeal, with an account of the posterior and lateral pharyngeal nodules. 217 p. il. O '23 St. Louis, Mo., Mosby \$5

Bausman, Frederick

Let France explain. 259 p. O ['22] N. Y., W. Beyer, 207 Fulton St. \$3.25

"The revelation of about one thousand documents and diplomatic letters on the relations between France and Russia between 1904 and 1914."

Bell, Aubrey F. G.

Luis De Camoes. 30+160 p. S (Hispanic Soc. of Am.; Portuguese ser. 4) '23 N. Y., Oxford Univ. Press \$3

A sketch of the Portuguese poet who was praised by Byron.

Bible

The Holy Bible; red letter ed.; containing the Old and New Testaments; tr. out of the original tongues; with former translations diligently compared and rev.; many thousands of parallel references and original readings; the words recorded as having been spoken by our Lord and Saviour printed in red. 15+1271+52 p. il. [c. '05; '01] N. Y., World Syndicate Co. \$3

The Holy Bible; containing the Old and New Testaments, tr. out of the original tongues, and with the former translations diligently compared and rev.; the text conformable to that of the ed. of 1611, commonly known as the authorized version. 752+233+68 p. D il. col. maps [c. '23] N. Y., World Syndicate Co. \$2.25

Bibliographical Society

The library; transactions of the Bibliographical Society, new ser.; issued quarterly. 96 p. il. O (4th ser., v. 3, no. 4) '23 N. Y., Oxford Univ. Press ea. \$1.75; \$6 subsc.

Blair Printing Company

The home dressing of furs. 8 p. O c. '22 Lamoni, Iowa, [Author] apply

Brown, Henry Collins, comp.

Book of New York. 76 p. il. Q '22 N. Y., Am. Bankers Assn. priv. pr.

Black, Harman

Touch-and-go letters from the real Japan; being v. 1 of "Touch-and-Go Letters from 'Round the World." 111 p. front. D [c. '22] N. Y., Real Book Co., Woolworth Bldg. apply

Broderick, J. Joyce

Report on the economic, financial and industrial conditions of the U. S. of America in 1922. 206 p. O '23 N. Y., Oxford Univ. Press \$1.25

Brown, Grace M.

The inner breath; a revelation of old world wisdom in new world form. 182 p. D [c. '22] Memphis, Tenn., Business Philosopher apply

Buchholtz, Johannes

The miracles of Clara Van Haag; tr. from the Danish by W. W. Worster. 303 p. D '22 N. Y., Knopf \$2.50

Another story of Egholm, the curious photographer of Knarreby with his illusion of world conquest and the actuality of his hovel, and the scapegrace son Sivert, who is designed to recoup the family fortune by a union with the draper's daughter, Emanuel the Student, Little Fru Egholm, Clara, the Lady Bountiful of the town, etc.

Burns, Cecil Delisle

The contact between minds; a metaphysical hypothesis. 10+135 p. O '23 N. Y., Macmillan \$2.40

An attempt to determine the character of one element in reality, namely the relation between minds which is referred to in common speech as communication or co-operation.

Burr, Hanford Montrose

Cave boys. 200 p. il. D (Around the fire ser.) c. N. Y., Association Press, 347 Madison Ave. \$1.75

A story for boys of the people of the Old Stone Age, of the exploits of prehistoric boys and their adventures with wild animals, of the power of Od, the Great Spirit, of Eck, the crippled boy who learned to ride on a wild horse and of Sing, the story teller.

Cadby, Will, and Cadby, Carine

Switzerland in summer; discursive information for visitors; pt. 1; The Bernese Oberland. 121 p. il. map S [n. d.] N. Y., Dutton \$2

A guide to the most famous Swiss resorts for people who visit Switzerland in summer; advice on all the necessary details of travel together with picturesque descriptions of the places, the different varieties of Alpine flowers and where they may be found.

Caroë, W. Douglas

"Tom Tower," Christ Church, Oxford; some letters of Sir Christopher Wrenn to John Fell, Bishop of Oxford; hitherto un-

published, now set for and annotated, with a chapter by H. H. Turner and another by Arthur Cochrane, On the date of Wrenn's Bicentenary, Feb. 25, 1923. 12+128 p. il. Q '23 N. Y., Oxford Univ. Press \$8.35

Cavour, Camillo

Cavour, cinque discorsi Parlamentari. 88 p. S (Oxford Italian plain texts) '23 N. Y., Oxford Univ. Press 70 c.

Cavour, cinque discorsi Palamentari; ed. by Peter Warren. 24+100 p. S (Oxford Italian ser.) '23 N. Y., Oxford Univ. Press \$1

Chapin, Stuart

Wayfarers in France; being a trifling travelogue comp. from the foreign journals of Beaumont and Fletcher; ed. from the original mss. 11+77 p. il. D c. '22 Cambridge, Mass., [Author] apply

Cole, G. D. H.

Trade unionism and munitions. 14+252 p. O (Eco'ic and social history of the World War; British ser.) '23 N. Y., Oxford Univ. Press \$2.50

Collins, Joseph, M.D.

The doctor looks at literature; psychological studies of life and letters. 317 p. O [c. '23] N. Y., Doran \$3

A series of studies by a distinguished neurologist and psychiatrist who "establishes a new rationale of criticism"; glimpses of James Joyce, D. H. Lawrence, Marcel Proust, Georges Duhamel, Stella Benson, Rebecca West, W. N. T. Barbellion, Katherine Mansfield, Virginia Woolf, Henri Frédéric Amiel, Dorothy Richardson and Dostoievsky.

Conrad, Joseph

Youth and two other stories; introd. by William McFee; educational ed. 20+339 p. D '23 c. '03 Garden City, N. Y., Doubleday, Page \$1

A college ed. of Youth together with Heart of Darkness and The End of the Tether.

Crafer, Thomas Wilfrid, D.D.

Scenes in drama from S. Paul's life; to illustrate the writing of his Epistles; with foreword by A. H. McNeile, D.D. 46 p. D ['23] N. Y., Macmillan pap. 40 c.

Crafton, Allen

The stranger star. 4+129 p. D [c. '23] N. Y., George Sully \$1.25

A story for children, how a chatty old owl tells two children a tale in which the whole sky is the playground, with the stars and planets for actors and how a little stranger star comes to the moon-mother's nursery and after a long service of drudgery gets her reward.

Brown, John Park

Illinois incidents, and other verse. 48 p. il. D c. '22 Elgin, Ill., Willson Press apply

Burkett, James Henry

The pecan in Texas, the state tree; the pecan, its history, importance, economic value; pecan streams, soils, orchards, production, insects, diseases, grades, propagation, etc. 146 p. il. O (Texas dept. of agric. bull. no. 73) '22 Austin, Texas, [Author] apply

Burns, William John

Stories of check raisers, and how to protect yourself. 20 p. il. O c. '23 Chic., Bankers Supply Co. priv. pub.

Chute, Charles L.

The development of probation; presented at the 51st Congress of the Am. Prison Assn., Jacksonville, Fla., '21. 8 p. O '22 N. Y., Russell Sage Foundation pap. 10 c.

Darby, William Dermot

Silk, the queen of fabrics; a survey of the broad silk industry from the raw material to the finished product, including descriptions of manufacturing and marketing methods, a chapter on imitations of silk and a dictionary of silk fabrics. 71 p. D '22 c. '22 N. Y., Dry Goods Economist, 239 W. 39th St. \$1.50

Wool; the world's comforter; a survey of the wool industry from the raw material to the finished product, including descriptions of manufacturing and marketing methods and a dictionary of wool fabrics. 107 p. il. D '22 c. '22 N. Y., Dry Goods Economist, 239 W. 39th St. \$1.50

Dean, Arthur D.

Just between ourselves; practical talks to industrial and vocational teachers. 208 p. D [c. '23] Peoria, Ill., Manual Arts Press \$2

The Professor of Vocational Education, Teachers College, Columbia University, has "written in the spirit of joy in our faith in children, education and life, and in the christening of new educational ventures"; "fiction, philosophy, pedagogy and sociology are reflected in its pages."

Dearmer, Rev. Percy, D.D.

Eight preparations for communion. 75 p. Tt [c. '23] N. Y., Macmillan 35 c.

Deffendall, Prentice Hoover

Junior English course. 16+384 p. D c. Bost., Little, Brown \$1

To bridge the chasm between the elementary and high schools where junior high schools have not been organized.

Dickinson, Goldworthy Lowes

War; its nature, cause and cure. 155 p. D '23 N. Y., Macmillan \$1.50

"War is caused not by the passions of ordinary men, but by the playing upon them by particular men"; a discussion of the real causes of the Great War, showing that the old policies are still supreme in Europe, and summing up the principles of international policy which should be adopted by all states if there is to be peace in the world.

Doble, F. C.

The urethra and the urethroscope; a manual of practical urethroscopy; with a foreword by Maj. A. T. Frost. 12+120 p. il. O (Oxford medical pubs.) '23 N. Y., Oxford Univ. Press \$3.40

Dover, A. T.

Traction motor control (direct current) an introductory treatise on the principles involved in the control of D. C. motors for trains, trams and railless vehicles; including a simplified treatment of multiple unit automatic control and a complete discussion of the control systems of electric battery vehicles. 10+114 p. S (Pitman's technical primers) '23 N. Y., Pitman 85 c.

Eliot, Thomas Stearns

The waste land [verse]. 64 p. D c. '22 N. Y., Boni and Liveright \$1.50

Fabre, Jean-Henri Casimir

Les ravageurs; ed. by Edward Manley. 17+215 p. front. (por.) D c. '23 Chic., Sanborn \$1

A French text school of garden pests by the great French naturalist, called by Maeterlinck "The insects' Homer."

Foster, William Trufant, and Catchings, Waddill

Money. 8+409 p. front. (col.) figs. charts maps O c. Bost., Houghton Mifflin \$3.50

Money As a Medium of Exchange, Money and the Gold Basis, Money and Inflation, Money and International Trade, The Circuit Flow of Money, The Annual Production—Consumption Equation, etc.; considers money in relation to labor problems, "profiteering," unemployment, and business cycles.

Goates, Margery, ed.

The Pepysian gospel harmony. 52+146 p. O (Early Eng. Text Soc.; orig. ser. no. 157) '22 N. Y., Oxford Univ. Press \$6

A ms. in the Library of Magdalene College, Cambridge, belonging to about the year 1400; its cover bears Pepys's bookplate imprinted in gold, and in Pepy's own handwriting it is erroneously cataloged and labelled as a collection of Wycliffe's sermons; its true nature was not discovered until 1902.

Goldsmith, Milton

I wonder how; the why, when and wherefore of many things. 9+295 p. D [c. '23] N. Y., Sully \$1.75

A description in narrative form of the origin and development of familiar things found in nature, in the household and science, about art, weaving, architecture, clothing, manufacturers, agriculture, inventions, discoveries, etc.

Division of Trades and Industries. Bur. of Extension

Course of study for use in part-time general continuation classes in department stores. 69 p. O (Univ. of Texas bull. no. 2314) '23 Austin, Tex., Univ. of Texas pap. apply

Doherty, Walter Joseph

Poems. no paging. il. S '22 Forth Worth, Texas, Stafford Lowden Co. apply

Dunbar, Louise Burnham

A study of "monarchical" tendencies in the U. S., from 1776 to 1801. 164 p. O (U. of Ill. studies in soc. sciences; v. 10, no. 1) c. '23 Urbana, Ill., Univ. of Ill. apply

Federal Income Tax index; supplement to April 1, 1923. 356 p. O c. '23 Newark, N. J., Income Tax Index Service, Inc. pap. apply

Fewkes, J. Walter

Designs on prehistoric pottery from the Mimbres Valley, New Mexico. 47 p. il. O (Smithsonian misc. coll.; v. 74, no. 6) '23 Wash., D. C., Smithsonian Inst. pap. apply

Friesel, George H.

A method of collecting direct labor costs and statistics. 14 p. O (Nat'l Assn. of Cost Accountants; Off. pubs.; v. 4, no. 17) c. N. Y., Nat'l Assn. of Cost Accountants, Bush Terminal Bldg. pap. 75 c.

Glenn, Leonidas Chalmers

The geology and coals of Webster Co.; an economic consideration of the coals, the structure and stratigraphy of this region, to which is added a detailed geological map of Webster Co. 249 p. front. il. O (Geologic report, v. 5; Ky. geol. sur., ser. 6) '22 Frankfort, Ky., Ky. Geological Survey apply

Graham, Abbie

Ceremonials of common days. 96 p. D [c. '23] N. Y., Womans Press bds. \$1.50

Ceremonials of Winter: Christmas Eve, New Year's Eve, Letters, On the Eve of Being Bored; Ceremonials of Spring: The First Fruits of My Garden, Vagabond Rites, Little Rituals of Beauty, Easter; Ceremonials of Summer, Liturgies of Common Things, Of Coffee, of Rain, Of Food; Ceremonials of Autumn: The First Fire of Winter, Thanksgiving, etc.

Green, John, M.D.

Optotypes; consisting of test-letters and pictographs for measuring the acuteness of vision. no paging '23 St. Louis, Mo., Mosby \$5; \$8

Grigg-Smith, Rev. T.

How to teach and organize in the Sunday School; a companion volume to Training in Faith, Worship and Service. 124 p. D '23 N. Y., Macmillan pap. 60 c.

Grimshaw, Beatrice Ethel

Nobody's island. 332 p. D c. Garden City, N. Y., Doubleday, Page \$1.75

A tale of one of the unknown islands of the South Seas, in which move two people, a man who has kept his island a secret because of the wealth it holds and a strange fugitive from justice, an aristocratic young English woman.

Hessel, John Frederick

The destiny of the American city. 352 p. D '22 c. '22 Champaign, Ill., Municipal Problems Pub. Co. \$2.50

"A treatise built on modern lines, re the building construction and advice concerning cost of labor and material, and all arrayed in such a manner as to present clear and specific data to capital." "The prosperity of the American city is the prosperity of the American nation."

Hobart, Henry Metcalfe

Electric motors; their theory and construction; a treatise for consultants, manufacturers, designers and advanced students; 3rd ed., rev.; v. 2; chiefly concerning polyphase current. 15+384 p. charts. tabs. figs. O '23 N. Y., Pitman \$4.50

Hobson, John Atkinson

The economics of unemployment. 157 p. D '23 N. Y., Macmillan \$1.75

"If the surplus income of the rich which produces this congestion and these stoppages were absorbed, either by the increasing share of the workers, or by the needs and uses of an enlightened State, or by both, this economic disease would be remedied."

Horner, Joseph G.

The modern iron foundry. 256 p. il. O (Oxford technical pubs.) '23 N. Y., Oxford

Univ. Press \$5

From the standpoint of the workshop, that the apprentice and the younger men may gain a comprehensive knowledge of the trade.

Hoskin, George Clarence

The iron horse and the strange language he speaks; a juvenile railroad story, with code of signals, methods of service and thrilling experiences. 8+250 p. front. il. D c. N. Y., Harper \$1.75

A story for boys, who will know all about trains when they have read this book; "All Aboard!" and Jack, the engineer and Tom, the fireman, explain everything, how the engine is run, the quiet coöperation of the whole train crew for the safety of the passengers, the language of the train's whistle, etc.

Howell, J. Pryse

An economic survey of a rural parish. 32 p. O '23 N. Y., Oxford Univ. Press pap. 35 c.

Hummel, George F.

After all. 350 p. D [c. '23] N. Y., Boni & Liveright \$2

The story of the life of a man who "arrives at certain profound convictions regarding the biological impossibility of marriage and whose views his wife gives to the world together with her comments."

Jeans, J. H.

The nebular hypothesis and modern cosmogony; being the Halley lecture delivered on May 23, 1922, by [author]. 32 p. il. O '23 N. Y., Oxford Univ. Press pap. 85 c.

Johnson, Rev. Samuel

The history of the Zorubas; from the earliest times to the beginning of the British Protectorate; ed. by Dr. O. Johnson, Lagos. 55+684 p. front. (por.) fold. map O '21 N. Y., Dutton \$8

The history, religion, social policy, manners and customs of the people of Zoruba, a native state of western equatorial Africa, in Nigeria and comprised within the Lagos Protectorate.

Judson, Clara Ingram [Mrs. James McIntosh Judson]

Mary Jane at school; il. by Thelma Gooch. 216 p. front. il. D [c. '23] N. Y., Barse & Hopkins 65 c.

A story for girls, how Mary Jane goes on a visit to her grandfather's farm and learns all about farm life and the animals in the farmyard.

Kane, Thomas P.

The romance and tragedy of banking; problems and incidents of governmental supervision of national banks. no paging. il. O c. '22 N. Y., Bankers Pub. Co. \$5

Haskell, Sidney Burritt

A 30-year fertilizer test. no paging. il. O (Mass. agric. exper. sta.; bull. no. 212) '22 Amherst, Mass., [Author] apply

Hodge, F. W.

Circular Kivas near Hawikuh, New Mexico; Hendricks-Hodge expedition. 37 p. il. O (Contribs. from Mus. of Am. Indian, Heye Found.; v. 7, no. 1) '23 N. Y., Mus. of Am. Indian, Heye Found. pap. apply

Holmes, William H., comp.

The National Gallery of Art; catalogue of col-

lections. 98 p. il. O '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. buck. \$1

Howe, Arthur L.

The Honorable Grand Order of the Button. Are you right?, and safety first; issued to promote caution, thoughtfulness and harmony. 46 p. il. S c. '23 Methuen, Mass., [Author], 115 Pleasant St. pap. apply

Johnson, Willis Ernest, comp.

Let's sing the Sunshine state; [South Dakota community song book.] 138 p. O c. '22 Brookings, S. D., State College Bk. Store apply

Karlgren, Bernhard

Sound and symbol in Chinese. 112 p. D (The world's manuals) N. Y., Oxford Univ. Press \$1

Lays foundations for the study of Chinese, reconstructing the earliest fixed structure of the language and tracing the modifications thru which it has passed during the centuries.

Kimball, Dexter S., and Barr, John H.

Elements of machine design; new, 2nd ed. 8+446 p. il. O '23 N. Y., Wiley \$4

Knudsen, K. A.

A text-book of gymnastics; tr. by Ruth Herbert and H. G. Junker; new and rev. ed. 10+337 p. (3 p. bibl.) il. figs. D '23 Phil., Lippincott bds. \$2.50

Koch, Theodore Wesley

The Leipzig book fair; rebuilding the Louvain library; travel sketches from the portfolio of [author]. 70 p. front. S '23 Evans-ton, Ill., [Author] priv. pr.

Kretzmann, Paul E.

Popular commentary of the Bible; Old Testament, v. 1; Genesis to Esther. 798 p. maps Q '23 St. Louis, Mo., Concordia Pub. House buck. \$5

Laird, Donald A.

Applied psychology for nurses, An introd. to. 9+236 p. il. figs. O (Lippincott's nursing manuals) [c. '23] Phil., Lippincott \$2.50

An attempt to select from the literature of psychology those facts that will be of most immediate aid to nurses in understanding the patient, themselves and their fellow-men as organisms that act, think and feel; the point of view from which the facts are presented is biological.

Lawrence, Josephine

Elizabeth Ann at Maple Spring; il. by Thelma Gooch. 219 p. front. il. D [c. '23] N. Y., Barse & Hopkins \$1

A story for girls, how Elizabeth Ann goes into the country to stay at the home of another aunt, and how she again proves her resourcefulness.

Lee, Vernon, pseud. [Violet Paget]

The handling of words and other studies in literary psychology. 9+315 p. D '23 N. Y., Dodd, Mead \$2.50

Subjects which range from the engineering of a whole narrative to the construction of single sentences by "one of the most finished stylists of today"; Literary Construction, Style, Aesthetics of the Novel, What Writers Might Learn, etc.

Leiper, Macon Anderson, and Wilson, A. Gordon

A new English grammar. 10+362 p. D c.

N. Y., Macmillan \$1.20

A textbook for high schools, normal schools and teacher training classes.

Leo, Brother

Religion and the study of literature. 7+178 p. D [c. '23] N. Y., Schwartz, Kirwin & Fauss \$1.25

Includes Religion and Poetry, Religion and the Drama, Catholic Literature Exclusively? How Dryden Became a Catholic, etc.

Lindberg, Olga E.

Bible stories; for use in the Primary Department of the Sunday School, prepared by [author] for the Covenant Sunday School Committee. 128 p. front. (col.) il. (col.) music D [c. '22] Chic., Covenant Bk. Concern apply

Lindsay, Thomas Somerville

Plant names. 7+93 p. D (Nature lover's ser.) '23 N. Y., Macmillan \$1

Includes Medicinal Names, Fancy Names, Commemorative Names, Classical Names, Names from Habitat, etc.

Little & Ives Company

The J. J. Little book of types, specimen pages and book papers; with suggestions on book making and a glossary of printing and binding terms by the plant complete. 14+444 p. O c. N. Y., [Author] \$5

To afford practical assistance to the manufacturing and editorial departments of publishing houses, particularly those engaged in book manufacturing; presents book types, made up into pages of three different sizes, specimens of title pages, difficult composition, book manufacturing, paper trade customs, the copy-right law, etc.

McClintock, Walter

Old Indian trails; with il. from photographs by author. 12+336 p. front. (col.) O c. Bost., Houghton Mifflin \$5

A narrative of life among the Blackfoot Indians described by the adopted son of Chief Mad Wolf; "a mine of Indian lore and the out-of-doors."

MacAlpine, Robert J., D.D.

What is true religion? and other addresses. 206 p. D [c. '23] N. Y., Revell \$1.50
Includes Growing a Soul, God Making Our World, The Soul's Dimensions, God's Twelve Gates, Articulated Religion, Why Wars Should Cease, etc.

Mallory

Background of book reviewing. no paging D c. '23 Ann Arbor, Mich., Wahr \$2.80

Maternity and the care of the babe; a book of valuable information for prospective mothers; 4th ed. 103 p. il. O c. '23-'09 Frankfort, Ind., H. N. Oliphant, M.D. pap. apply

Kentucky. Laws, Statutes, etc.

Common school laws of Ky., 1922; comp. by State Dept. of Education; with the assistance of William T. Fowler, Esq., of the Frankfort bar. 9+333 p. O '23 Frankfort, Ky., George Colvin, Supt. of Public Instruction apply

Kline, Linus Ward

The Kline-Carey measuring scale for free-hand drawing. no paging. il. O (J. H. U. studies in educ., no. 5a) '23 Balt., Johns Hopkins Press apply

Levy, Felix Holt

The anti-trust laws with special reference to the Mennen Co. decision, the hardwood lumber decision and the Edge resolution; an address . . . de-

livered before the Am. Supply and Machinery Manufacturers Assn. at its annual convention, held at Atlantic City, N. J., May 9, '22. 31 p. O '22 N. Y., Beacon Press apply

Mack, George Howard

The national carbuncle [lynch law]; a diacritical and analytical exposition upon the American infirmity. 20 p. O c. '22 Wash., D. C., Courier Pub. Co., 727 4th St., N.W. pap. 25 c.

Maryland. Laws, Statutes, etc.

The public school laws of Md., as contained in the code of public general laws of 1912 and the acts of Assembly of '12, '14, '16, '18, '20 and '22. . . . Albert S. Cook, State Supt. of Schools. no paging O '22 Balt., State Bd. of Education apply

May, Sophie, pseud. [Rebecca Sophia Clarke]

Dotty Dimple's Flyaway. 3+206 p. front. il. S [c. '10-'97-'69] Bost., Lothrop, Lee & Shepard 60 c.

Dotty Dimple at her grandmother's. 3+204 p. front. il. S [c. '09-'95-'67] Bost., Lothrop, Lee & Shepard 60 c.

Dotty Dimple at home. 3+177 p. front. il. S [c. '09-'96-'68] Bost., Lothrop, Lee & Shepard 60 c.

Dotty Dimple at play. 3+198 p. front. il. S [c. '10-'96-'68] Bost., Lothrop, Lee & Shepard 60 c.

Dotty Dimple at school. 3+181 p. front. il. S [c. '10-'97-'69] Bost., Lothrop, Lee & Shepard 60 c.

Dotty Dimple out West. 3+181 p. front. il. S [c. '10-'96-'68] Bost., Lothrop, Lee & Shepard 60 c.

McGillivray, Ross

Swimming, and swimming strokes; a complete description and explanation of the various swimming methods; with a practical course in self-tuition. 88 p. il. D '23 Chic., Regan Pub. Corp. 75 c.; pap. 35 c.

Miles, Hamish, and Mortimer, Raymond

The Oxford Circus; a novel of Oxford and youth by the late Alfred Budd, ed. with memoir but no portrait by [authors]; il. by John Kettelwell. 11+242 p. front. il. D '23 N. Y., Knopf \$2

A satirical burlesque of Oxford life; as Christopher Morley says "a take-off on the stereotyped formula for Oxford fiction, a delicate and shrewdly indented nipping at the heel of the Compton Mackenzie school, an uncorking of the Walter Paternostrum, etc."

Mill, Hugh Robert

The life of Sir Ernest Shackleton. 15+312 p. front. (por.) O '23 Bost., Little, Brown \$5

The biography of the great explorer by one who was his intimate friend for more than twenty years and who is himself an expert on Antarctic exploration.

Morier, James

The adventures of Hajji Baba of Ispahan; ed. with an introd. and notes by C. W. Stewart; map of Persia and adjacent countries. 23+450 p. T (World's classics no. 238) '23 N. Y., Oxford Univ. Press 80 c.; lea. \$1.50

Meigs, C. C., and others

Report on Texas alkali lakes. 59 p. charts O (U. of T. bull. no. 2234) '22 Austin, Texas, Univ. of Texas pap. apply

Middlebury College

The department of Pedagogy of Middlebury College. 28 p. D (Middlebury Coll. bull., v. 17, no. 7) '23 Middlebury, Vt., [Author] pap. apply

Mitman, Carl W.

Some practical aspects of fuel economy. 19 p. il. O (Smithsonian misc. coll., v. 76, no. 1) '23 Wash., D. C., Smithsonian Inst. pap. apply

Monroe, Walter Scott

Relation of sectioning a class to the effectiveness of instruction. 17 p. il. O (Coll. of educ.; bur. educ'l research; bull. no. 9) '22 Urbana, Ill., Univ. of Ill. apply

Morris, Joseph, and Adams, St. Clair, comps.

It can be done; poems of inspiration. 14+252 p. front. (por.) il. (pors.) D '23 c. '21 N. Y., Sully \$3

Includes Abou Ben Adhem by Leigh Hunt, Fable by Ralph Waldo Emerson, He Whom a Dream Hath Possessed by Sheamus O'Sheel, To Youth After Pain by Margaret Widdemer, Victory in Defeat by Edwin Markham, etc.

National Association of Junior Chautauquas

Fun, folk and fairy tales; with an introd. by Edmund Vance Cooke. 160 p. front. D [c. '23] N. Y., Revell \$1.25

Includes The Gudeman of Ballangeick. How They Came to Have Kite Day in China, How Han Hsin Made Princes Laugh, Gift of the Gnomes, King o' the Cats, etc.

Omond, T. S.

Some thoughts about verse. 20 p. O (Eng. Assn. pamphlet no. 55) '23 N. Y., Oxford Univ. Press pap. 70 c.

Peddide, David Edward

The order of nature in economics. 147 p. O [c. '23] Bost., Badger \$1.50

Deals with the problems of labor and capital and the causes of economic disorder; the presentation of a body of natural economic truth, of immutable economic laws, as a base and guide for economic thought and action.

Pfatteicher, Ernst P.

Sermons on the Gospels; the Trinity season; v. 2. 9+260 p. D [c. '23] Phil., United Lutheran Publ. House \$1.75

"The purpose of the Sundays after Trinity is to point out the relationship between the Risen Life and the life of the believer."

Poorman, Alfred P.

Applied mechanics; 2nd ed., rev. and enl. 290 p. il. O '23 N. Y., McGraw-Hill \$2.75

Postgate, J. P.

Prosodia Latina; an introd. to classical Latin verse. 8+120 p. D '23 N. Y., Oxford Univ. Press \$1.50

Pryde, Anthony, and Weekes, Rose Kirkpatrick

The city of lilies. 332 p. D c. N. Y., McBride \$2

A novel of romance and color with Neuberg, the city of lilies as a background and for characters, the unhappy Prince Heinrich who was hated for his cruelties and despised for his vices, the mysterious conspirator, Valentin who lived in his underground chambers and plotted the liberation of his country, Mercedes, the dancer, Hantrive, the chancellor, etc.

Written examinations and their improvement. 71 p. O (Coll. of educ.; bur. of educ'l research; bull. no. 9) '22 Urbana, Ill., Univ. of Ill. apply

National Cleaner and Dyer

National Cleaner and Dyer book of technical notes, comprising technical notes and question box matter comp. from the columns of the National Cleaner and Dyer for 1920-21; rev. and arr. by Roy Denny, ed. 232 p. D c. '22 Chic., Dowst Bros. Co. apply

National Industrial Conference Board

The consolidation of railroads in the U. S. 7+107 p. O (Research report, no. 56) '23 N. Y., [Author] apply

Porter, Annabel, comp.

A graded list of books for children. 31 p. O '22 Tacoma, Wash., Tacoma Pub. Lib. pap. 10 c.

Putnam, Thomas Milton

Mathematical theory of finance. 7+117 p. D '23 N. Y., Wiley \$1.75

Rich, Daniel L.

Physics laboratory manual. 201 p. figs. O c. Ann Arbor, Mich., George Wahr \$1.75

Richet, Charles

Thirty years of psychical research; being a treatise on metaphysics; tr. from the French by Stanley De Brath. 15+646 p. il. O c. N. Y., Macmillan \$6

Experiments with "spiritistic" phenomena, "presenting an original and startling theory in regard to spiritualism. M. Richet believes that these phenomena constitute material for a new science which he calls metapsychic; he has felt and weighed and photographed the cloudy emanation which sometimes arises from the body of the medium, called ectoplasm."

Robbins, Edwin Clyde

The high school debate book; new and rev. ed. 6+215 p. D c. '23-'11 Chic., McClurg \$1

Rollier, A.

Heliotherapy [the sun-cure]; with the collaboration of A. Rosselet, H. J. Schmid, and E. Amstad; with forewords by Sir John Henry Gauvain and Caleb Williams Saleeby. 22+288 p. il. O (Oxford med. pubs.) '23 N. Y., Oxford Univ. Press \$8

Sachs, Captain John C.

Furs and the fur trade. 11+128 p. front. il. D (Pitman's common commodities and industries) [n. d.] N. Y., Pitman \$1

Saunders, Charles Francis

The Southern Sierras of California; il. from photographs by author. 12+363 p. front. il. O c. Bost., Houghton Mifflin \$4

A narrative of travel in the Southern Sierras of California; Afoot in the Sierra Madre; Here and There is the Santa Barbara National Forest; in the San Bernardino; Passes of the Pioneers; Scattered Grandchildren of Saint Francis, etc.

Schwartz, Julia Augusta

A friend indeed; il. by J. S. Eland. 8+222 p. front. il. D c. N. Y., Macmillan 80 c.
Stories for little folks of certain children who lived at different ages of the world and how each met a friend in time of need.

Schwertfeger, Bernhard, ed.

Unveröffentlichte Dokumente zur Europäischen Politik 1897-1914 [in 5 v.]. various paging O '19 N. Y., W. Beyer, 207 Fulton St. set pap. \$3

Unpublished documents on European politics between 1897 and 1914; text in French; introd in German.

Scott, Cyril Kay

Sinbad; a romance. 282 p. D c. N. Y., Seltzer \$2

An ironic romance of New York pseudo-intellectuals; the story of Lester Dane, a romantic, a heroic, whose aspirations lead him into ultra-modern surround-

ings and Emily Tyler, who has the intense individuality that marks both the thoroly feminine woman and the artist.

Sexton, M. H.

Matrimony minus maternity. 7+271 p. D [c. '22] N. Y., Devin-Adair Co. \$2

"It is sought to environ the home, family and fire-side with precepts that will cleanse the body and lacquer the soul against the burrowing of sin."

Shaw, Sir Napier

The air and its ways; the Rede lecture (1921) in the University of Cambridge, with other contributions to meteorology for schools and colleges. 19+24 pls.+237 p. il. figs. charts O '23 N. Y., Macmillan \$10.50

Includes Meteorology, The Weather of the World, The Story of the Winds, The Drought of 1921, The Cyclonic Depressions of Middle Latitudes, The Structure of the Atmosphere, The Air and its Ways, Meteorology and Agriculture, Artificial Control of the Weather.

Shaw, Thomas R.

The mechanisms of machine tools; with an introd. by P. V. Vernon. 12+352 p. il. Q (Oxford technical pubs.) '23 N. Y., Oxford Univ. Press \$14

Sight singing, First studies in; selected from second year music and third year music of the Hollis Dann music course. 64 p. music D [c. '15] N. Y., Am. Book Co. 24 c.

Simkhovitch, Vladimir G.

Toward the understanding of Jesus. 6+83 p. D '21 c. '21 N. Y., Macmillan bds. 75 c.

Mr. Simkhovitch is Professor of Economic History at Columbia University.

Sluder, Greenfield, M.D.

Tonsillectomy; by means of the alveolar eminence of the mandible and a guillotine, with review of collateral issues. 176 p. il. O '23 St. Louis, Mo., Mosby \$5

Sponsler, Olenus Lee

Trees; a simple guide for quick identification of forest trees; for trees found in the region extending from Minn. and Iowa eastward thru Wis., Ill., Ind., Mich. and Ohio to the eastern parts of Penn. and N. Y.; il. by C. W. Boyce. 13+158 p. il. obl. Ff c. Ann Arbor, Mich., George Wahr \$1.50

Spurr, J. E.

The ore magmas; 2 v. 915 p. il. O '23 N. Y., McGraw-Hill set \$8

Fundamental principles underlying the science of ore deposition, representing thirty years' study of ore deposits, mainly in the field.

Statistical year-book of the Evangelical Lutheran Synod of Missouri, Ohio, and other states, 1922 198 p. O '23 St. Louis, Mo., Concordia Pub. House pap. \$1

Providence [The] zone plan; report outlining a tentative zone plan for Providence, by Robert Whitten, consultant, to the Joint Standing Com. on Ordinances. 31 p. il. map Q '23 Providence, R. I., Joint Standing Com. on Ordinances pap. apply

Rich, Daniel Leslie

Physics laboratory manual. no paging. il. O '23 Ann Arbor, Mich., Wahr apply

Sullivan, Louis Robert

Essentials of anthropometry; a handbook for explorers and museum collectors. 72 p. il. S '23 N. Y., American Museum of Natural History

Uber, Thomas Barclay

Soul-winning sermons. 105 p. il. D c. '23 Princeton, Ill., Record Pr. & Pub. Co. apply

Stedman, Thomas Lathrop, ed.

A reference handbook of the medical sciences embracing the entire range of scientific and practical medicine and allied science, by various writers; 4th ed. rev., with numerous additions; in 8 v. 7390 p. il. Q c. N. Y., Wm. Wood set \$80 subsc.

Stephen, Dorothea

Jeremiah; the prophet of hope. 78 p. D '23 N. Y., Macmillan \$1.75

The author of *Studies in Early Indian Thought* traces the course of history during Jeremiah's lifetime, in so far as it affected his teaching, and attempts a chronological arrangement of his oracles.

Stevenson, Burton Egbert, comp. and ed.

Poems of American history. 31+720 p. O [c. '22; '08] Bost., Houghton Mifflin \$4.50

Thayer, Lee [Mrs. H. W. Thayer]

The sinister mark. 8+304 p. D c. Garden City, N. Y., Doubleday, Page \$1.75

The mystery surrounding the disappearance of Mary Blake, a charming actress, the day after she admits her love for Donald Morris, is solved in the midst of baffled confusion by "Red" Clancy, the genial detective of Lee Thayer's earlier stories.

Tufts, James Hayden

Education and training for social work. 12+240 p. D c. N. Y., Russell Sage Foundation \$1.50

A report by the Professor of Philosophy in the University of Chicago, which does not attempt to evaluate or criticize individual institutions but aims to discuss the problem of education and training, leaving to the various schools and their friends the question of deriving suggestions for their own problems.

Upshaw, Hon. William D.

Clarion calls from Capitol Hill. 12+236 p. D [c. '23] N. Y., Revell \$1.50

Addresses of the Congressman from Fifth District of Georgia to the House of Representatives; Flag Day Address on Labor, Liquor and the Peace of Humanity; Education for Wounded Soldiers; Justice to the Hebrew Soldiers; Better Salaries for Teachers and a New Conscience on Education; A Plea for National Fellowship, etc.

Vaughan, Victor C., M.D.

Epidemiology and public health; v. 2; nutritional disorders, alimentary infections, percutaneous infections. 917 p. il. O '23 St. Louis, Mo., Mosby \$9

Vollmberg, Max

America Central. 40 pls. in portfolio F [n. d.] N. Y., W. Beyer, 207 Fulton St. \$12
Forty reproductions in color of paintings of Mexico, Guatemala, etc.

Walker, William H., and others

Principles of chemical engineering. 624 p. il. O '23 N. Y., McGraw-Hill \$5

A textbook on the principles of chemical engineering based on material in use at the Massachusetts Institute of Technology.

U. S. Coast Guard

Brief sketch of the naval history of the U. S. Coast Guard, with citations of various statutes defining its military status from 1790 to 1922. 16 p. O '22 Wash., D. C., B. S. Adams Press apply

Western New York Society for the Protection of Homeless and Dependent Children

Annual report. no paging O [n. d.] Randolph, N. Y., [Author] apply

Wildeman, Edward

Practice tests in common fractions. 34 p. O c.

Ward, Sir Adolphus William, and Gooch, George Peabody, eds.

The Cambridge history of British foreign policy, 1783-1919; v. 2, 1815-1866. 18+688 p. (23½ p.) O '23 N. Y., Macmillan \$7.50

Divided into two books: 1. The story of the second peace of Paris, closing on the eve of the Revolution of 1848-9; 2. Extends from the outbreak of the February Revolution to the death of Palmerston and the resignation of Lord John Russell. The first volume covered the period from 1783 to 1815; the third volume will complete the work.

Warner, Frank A.

Bobby Blake in the frozen North; or, the old Eskimo's last message; il. by Walter S. Rogers. 250 p. front. il. D [c. '23] N. Y., Barse & Hopkins \$1

A story for boys.

Watson, E. L. Grant

The desert horizon. 302 p. D c. N. Y., Knopf \$2.50

The story of a lad, brought up in the rough school of the bush, who is pushed into life at the age of twelve by the sudden death of his mother and the helplessness of his discouraged father; but he loves the wilderness and he loves the cultured daughter of an English pioneer, who overlooks his crudeness and loves him for his honesty and courage, and together they go into the desert to test the strength of man's power and woman's love against the gigantic forces of nature.

White, Sir Herbert Thirkell

Burma. 10+226 p. il. fold. map D (Provincial geographies of India) '23 N. Y., Macmillan \$3.40

A sketch of the country of Burma and its people by Sir Herbert White, who has had a long and intimate experience of the Province.

Williams, Margery

The velveteen rabbit; or, how toys become real; with il. by William Nicholson. 19 p. front. (col.) il. (col.) O '22 N. Y., Doran \$2

A story for little folks about how a velveteen rabbit came to life.

Wirpel, Aaron

Observations of a progressive religionist; helps to life, health, happiness and religion. 147 p. S [c. '23] Cleveland, O., [Author], 2130 Superior Ave., N. E. \$1; lea. \$1.35

Thoughts on Optimism, Justice, Faith, Ideals, Haste, Health, Wisdom, Friendship, Love, Atonement with God, Sons of God, Psychism, Couéism, etc.

Wiseman, Robert Cummings, comp.

A group of little homes. 25 p. il. D (McCall's service booklets) c. '22 N. Y., McCall's Magazine pap. 10 c.

Wright, Mabel Osgood, and Coues, Elliott

Citizen bird; scenes from bird-life in plain English for beginners; with 111 il. by Louis Agassiz Fuertes. 435 p. front. il. D '23 c. '97 N. Y., Macmillan \$2.25

'22 Chic., Plymouth Press apply

Williams, G. Croft

The negro offender; presented at the 51st Congress of the Am. Prison Assn., Jacksonville, Fla., '21. 11 p. O '22 N. Y., Russell Sage Foundation pap. 10 c.

H. W. Wilson Company

A quarter century of cumulative bibliography; retrospect and prospect. 44 p. front. il. O '23 N. Y., [Author] pap. apply

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 After all. Hummel, G. F. \$2 *Boni*
 Air and its ways, The. Shaw, N. \$10.50 *Macmillan*
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 Ravageurs, Les. Fabre, J. H. C. \$1 *Sanborn*
 Reference handbook of the medical sciences, A., etc. Stedman, T. L. \$80 *Wm. Wood*
 Religion and the study of literature. Leo, Brother. \$1.25 *Schwartz, Kirwin & Frauss*
 Report on the economic, financial and industrial conditions of the U. S., etc. Broderick, J. J. \$1.25 *Oxford Univ. Press*
 Riverside New Testament, The. Ballantine, W. G. \$3 *Houghton*
 Romance and tragedy of banking, The. Kane, T. P. \$5 *Bankers Pub. Co.*
 Scenes in drama from St. Paul's life. 40c. *Macmillan*
 Sermons on the gospels. Pfatteicher, E. P. \$1.75 *United Lutheran Pub. House*
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 Sight singing, etc. 24c. *Am. Book Co.*
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 Some thoughts about verse. Omond, T. S. 70c. *Oxford Univ. Press*
 Sound and symbol in Chinese. Karlgren, B. \$1 *Oxford Univ. Press*
 Southern Sierras of California, The. Saunders, C. F. \$4 *Houghton*
 Statistical year-book of the Evangelical Lutheran Synod of Missouri, etc. \$1 *Concordia Pub. House*
 Stranger star, The. Crafton, A. \$1.25 *Sully*
 Swimming, and swimming strokes. McGillvray, R. 75c.-35c. *Regan Pub. Co.*
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 Text-book of gymnastics, A. Knudsen, K. A. \$2.50 *Lippincott*
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 Tom Tower, Christ Church, Oxford. Caroe, W. D. \$8.35 *Oxford Univ. Press*
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 Toward the understanding of Jesus. Simkhovitch, V. G. 75c. *Macmillan*
 Traction motor control. Dover, A. T. 85c. *Pitman*
 Trade-unionism and munitions. Cole, G. D. H. \$2.50 *Oxford Univ. Press*
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 Unveröffentlichte Dokumente, etc. Schwertfeger, B. \$3 *Beyer*
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 Velveteen rabbit, The. Williams, M. \$2 *Doran*
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 Waste land, The. Eliot, T. S. \$1.50 *Boni*
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 What is true religion? MacAlpine, R. J. \$1.50 *Revell*
 Wool, the world's comforter. Darby, W. D. \$1.50 *Dry Goods Economist*
 Youth and two other stories. Conrad, J. \$1 *Doubleday*

Rare Books, Autographs and Prints

CHARLES H. TAYLOR, JR., of the Boston *Globe*, has just presented Harvard Library with the earliest Icelandic manuscript in the library, Moeller's "Soliloquia Animae," issued by the Holar Press in 1677. The work was one of the most popular devotional books in Iceland in the seventeenth century and is in an Icelandic binding probably contemporaneous or nearly so.

In the current number of the New York *Library Bulletin*, Part II of a list of references in English to the subject of journalism, begun in the February number, is continued. The material so far covered includes the general bibliography of the subject, periodicals, general works, amateur journalism, army and navy newspapers and the Associated Press. The bibliography is compiled by Carl L. Cannon and will form a list of references of great value when completed. Material outside of the New York Public Library is included.

One of the strangest of literary relics in England is the skull of Sir Thomas Browne, which for nearly eighty years has rested in a glass case in the museum of the Norfolk and Norwich Hospital. It was taken from Browne's coffin by Robert Fitch, the antiquary, in 1840, while some repairs were being made in the church of St. Peter Mancroft, Norwich, to whose vicar it is now to be handed for reinterment on the site of the original spot in the chancel.

The catalogs of Bernard Quaritch of London never fails to contain items of extraordinary interest. Among the items of rare Americana in the current issue is a copy of the Eliot Indian New Testament, Cambridge, 1661. This is one of the forty presentation copies sent to England, having the English title and dedication to Charles II in addition to the Indian title with the diamond-shaped ornament. It is a large paper copy with few defects and it is in the original calf binding. This item is priced at £400.

Charles J. Sawyer, the London dealer, has recently acquired from a private collector a series of old Wedgewood medallions, busts, etc., bearing the mark "Wedgewood and Bentley," an association which began in 1768. These medallions were used for library decoration and vary in height from two to five inches and in price from £1 1s. to £3 each. The busts are of John Milton and Robert

Burns and are each 13½ inches high, finely sculptured. A large number of the medallions are of classical authors who were favorites with book collectors a century and a half ago.

The new Covici-McGee Company of Chicago announces a new first edition of Arthur Machen, "The Shining Pyramid," with drawings by Wallace Smith and an introduction by Vincent Starrett. It is issued in a limited edition of 850 copies and will include twenty-two stories, essays and sketches. It will be a tall 12mo, printed on fine paper and bound in black and gold. The matter therein contained is gathered from old magazine files and out-of-print volumes, and is not included in the collected edition of Machen's works in nine volumes recently announced from London.

In addition to the remarkable collection of manuscripts valued at \$9,000, which was presented to the University of Chicago through the Alumni Council at its recent convocation, a sixth manuscript has just been given through the generosity of three alumni and the Chicago Alumnae Club. This manuscript is the Compendium Morale of Roger of Waltham, in two volumes, both of the manuscripts being of English origin, the first written at the end of the fourteenth century and the second in the fifteenth. Professor M. Manley, head of the English department, says "that they are of the highest value for the interpretation of the ideals and the motives of our ancestors."

Nineteen books of the greatest rarity from the library of the late Earl of Carysfort, K. P., sold by order of the owner, Col. D. J. Proby, will be dispersed at Sotheby's in London July 2. Notwithstanding the few numbers this will be one of the big sales of the season. The first item is a magnificent copy of the first edition of the first book printed from movable type, the Gutenberg Bible printed at Mainz in 1455. Among the other items is another rare Bible, the Latin Vulgate of 1462, a vellum copy of the first edition of the Bible with the name of a printer and a date. This book also affords the earliest example of a book formally divided into two volumes. This is followed by Tignonville's "Dictes and Sayengis of the Philosophres," printed by Caxton in 1477, the first dated book printed in England; "The Kyall Book," another Caxton printed in 1488, the largest copy known except that in the J. Pierpont Morgan library; Dame Juliana Berner's "The Book of St. Albans,"

1486, one of the rarest books in the English language and the first of English sporting books, the earliest known example of color printing in England; the first edition of John Foxe's "Book of Martyrs," 1563, one of the finest copies known; the First, Second, Third and Fourth Folios of Shakespeare, all fine copies; and a copy of Robert Burns's "Poems," 1786, the famous Kilmarnock edition, a large and fine copy, entirely uncut, except the fore-edge of the first four leaves, which are somewhat narrower than the rest of the book. Only three or four copies entirely uncut with the original blue wrappers are known. These books together with others almost as rare and famous will attract attention the world over when they are sold. Some very high prices may be expected.

James Waldo Fawcett, whose curiosity had been aroused by a remark made by Stevenson in regard to Walt Whitman, sent out a questionnaire to a hundred representative men and women of culture in Europe and America asking their opinion as to Whitman's present popularity, because, he said, "I wish to discover just that—was Whitman popular or not, was his circle of readers growing or not." Replies to this questionnaire are still coming in and many of those received were published in the *New York Times* of June 10. Mr. Fawcett says by way of introduction that "the response has been gratifying beyond my most sanguine expectations. Not only were the men and women to whom I addressed my inquiry willing to take the time to consider my question and to make summary answer but they seemed to be happy to have an opportunity to testify at length, to render tribute, as it were, to the name and memory of one who had brightened their lives and widened their outlook on life as a whole. They might have answered, in each instance, in a single word; but the majority wrote at least a page. They discussed Whitman from angles that I never before had considered; they spoke of him with generous enthusiasm, yet justly with regard to obvious facts. They proved, as I believe, that 'Leaves of Grass,' is one of the Bibles of the race and that Whitman was a major prophet. Many who answered suggested that I write to others and in each case I did so. A London newspaper referred to the questionnaire, with the result that a number of persons of whom I had no previous knowledge replied. Thus more than 200 answers were obtained. Only three were distinctly negative; the writers declaring their belief that Whitman's influence was decreasing." These letters corroborate the experience of every auction room observer. There is no doubt of the steadily growing

popularity if general interest in the poet is a fair criterion. These letters will make interesting reading to those who have been reaching the same conclusions in a different way. George Bernard Shaw says "Whitman is a classic" and that it is "curious that America should be the only country in which this is not as obvious as the sun in the heavens." Robert Bridges calls attention to the fact that the first edition of "Leaves of Grass" has advanced from \$50 to \$150 in a very few years. Havellock Ellis, the psychologist, declares that Whitman's "fame is solidly based far above the waves of popular fashion and acknowledged thruout the so-called civilized world." Austin Harrison, editor of *The English Review*, calls Whitman the "Pathfinder of the New World, and we rank him among the great spirits of mankind; he and Shelley are the two stars of the coming generation." Sir Henry Newbolt says "he is no more popular than a fixed star; he is always there." Romain Rolland, the French novelist, says, "Whitman is the greatest poet of the new age, the Homer of the era of democracy." These few opinions are typical of all. Collectors who began their work a decade ago, will naturally take pride in their foresight for there is no doubt whatever that Whitman first editions and letters and manuscripts will continue to advance in value for a long time to come.

F. M. H.

Catalogs Received

Books on the Italian art. (No. 687; Items 2784.) Joseph Baer & Co., Hochstrasse 6, Frankfurt am Main, Germany.

Etchings and engravings, including prints of the late G. J. Halle of New York. (No. 284; Items 197.) Walpole Galleries, 12 West 48th St., New York City.

First editions, presentation copies, etc. (No. 103; Items 314.) Dulau & Co., Ltd., 34, Margaret St., Oxford Circus, London, W. 1, England.

Miscellaneous books. (No. 12; Items 452.) J. B. McGee, 176 West 81st St., New York City.

Miscellaneous old books. (No. 26; Items 1475.) E. R. Robinson, 410 River St., Troy, N. Y.

Old books and prints. (No. 35; Items 1053.) Henry Start, 28 Dudley St., Wolverhampton, England.

Rare and choice books and Americana. (No. 167; Items 475.) Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, Ohio.

Rare and valuable books, including early printed books, old English authors, books on the fine arts, sets of standard authors, etc. (No. 52; Items 716.) Reginald Atkinson, 188 Peckham Rye, London, S. E. 22, England.

Miscellaneous books, including history, philosophy, etc. W. Heffer & Sons, Ltd., Cambridge, England.

Rare and choice books, first editions of modern authors, etc. (No. 11; Items 378.) Harry F. Marks, 187 Broadway, New York City.

Second-hand, scarce and popular items of general interest. (Items 1100.) John and Edward Bumpus, Ltd., 350 Oxford St., W. 1, London, England.

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The Weekly Book Exchange

Books Wanted and For Sale

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

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BOOKS WANTED

Abraham & Straus Book Shop, Fulton St., Brooklyn, N. Y.

Bible, 2 vols., illus. in color by Tissot, 1904; quote separately if possible.

Adair's Bookstore, 1715 Champa, Denver, Colo.
Sayings and Teachings of Confucius.

Adelbert College Library, Cleveland, O.

Adler, Study of Organ Inferiority, Nervous & Mental Disease Pub. Co., 1917.

Book List Books, 1919, 1st annual issue, Amer. Lib. Assoc.

Clemens, Roughing It, vol. 2, Author's National ed., vol. 8, red cloth, Harper.

Dean, Analytic System for the Measurement of Relative Fire Hazard, Dean.

Dedekind, Essays on the Theory of Numbers, tr. by Beman.

Dye, McDonald of Oregon.

Fuller, Child Labor and the Constitution.

Hall, Life and Letters of Samuel H. Parsons, Otsen-ingo Pub. Co., Binghamton, N. Y.

Hopkins, Experimental Electrochemistry.

Hunt, Life in America a Hundred Years Ago, Harper.

Norris, The Pit.

Smith, E. F., James Cutbush; an American Chemist, 1919.

Aldus Book Co., 36 E. 49th St., New York City.

Kipling, Light That Failed, 1st ed., 2 copies.

Gissing, Private Papers of Henry Roycroft, 1st ed.

Howe, Story of a Country Town, 1st ed.

Chas. Town, Youth, 1st ed.; Manhattan, 1st ed.

American Baptist Pub. Society, 1107 McGee St., Kansas City, Mo.

History of Christian Education, Brown.

Seven Dispensations; Book on Parables, J. R. Graves.

Complete set of Matthew Henry's Commentary.

Biograph. of John Wesley and Chas. Wesley.

Biograph. of Whitfield.

Biograph. and Life of Calvin.

Biograph. and Life of John Knox.

Biograph. and Life of John Newton.

Biograph. and Life of Martin Luther.

Matthew Henry's Commentary.

Spurgeon's Sermons, Memorial ed., 20 vols.

Complete set of Hasting's Great Texts of the Bible.

Complete set Pulpit Commentary.

Theology of the Old Testament, Davidson.

American Baptist Publishing Society—Continued

Theology of the New Testament, Stevens.

Philosophy of Religion, Gallaway.

Smyth, Christian Ethics; Problems of Conduct.

American Baptist Publication Society, 223 Church St., Toronto, Can.

Kinsmen, by Cooney.

William H. Andre, 607 Kittredge Bldg., Denver, Colo.

Structural Geology, Leith,

Theodore Arnold, 333 Dolphin St., Baltimore, Md.

Boyd's Hist. of Montgomery Co., Md.

Any Maryland Books.

G. A. Baker, 144 East 59th St., New York City.

Harper's Dictionary of Classical Literature.

Stechen, Poems of Nature, Indianapolis, 1893.

Purdy, My Adirondack Pipe.

Ogilvie, Wm., Early Days on the Yukon, Ottawa, 1913.

Notes on a Western Hunting Trip, Easton, Pa., 1874.

McDougall, Pathfinder on Plain and Prairie, 1898;

Forest, Lake and Prairie, 1895; Saddle, Sled and

Snowshoes, 1896.

Jones, Haunts of the Moose, Boston, 1901.

Gilder, Schwatka's Search for the Franklin Records, Scribner.

Gardiner, Come Duck Shooting With Me, Putnam, 1917.

Davis, E. W., Woodcock Shooting, 1908.

Three Months Among the Moose, by a Military Chaplain, 1881.

Warner, C. D., In the Wilderness, 1st ed., 1878.

White, Stewart Edw., The Claim Jumpers, 1901; The

Westerners, 1901; The Blazed Trail, 1904; Arizona

Nights, 1907; The Cabin, 1911; The Sign at Six,

1912; The Riverman, 1st ed.; The Silent Places,

1904; Adventures of Bobbie Orde, 1911; The Magic

Forest, 1903; The Rediscovered Country, 1915; Gold,

1913; Simba, 1918; The Leopard Woman, 1916;

Blazed Trail Stories, 1907.

Terry, East Tennessee and the Civil War, 1899.

Pisanus Fraxi, Index Librorum Prohibitorum, 1877;

Centuria Librorum Absconditorum, 1880; Catena Li-

brorum Tacendorum, 1885.

Wm. Ballantyne & Sons, 1409 F St., Northwest, Washington, D. C.

Muller, My System for Ladies.

Sinclair, Book of Life, Mind and Body.

Peter Force, Collection of Historical Documents Relating to Colonies in North America, 4 vols.

BOOKS WANTED—Continued

Wm. Ballantyne—Continued

Virginia Magazine of History and Biography, early vols.

Hennings, Statutes at Large.

Nile's Register.

Virginia Gazettes, bound.

H. C. Barnhart, 35 West Market St., York, Pa.
Gone Before, by Southgate, pub. by Jacobs.

N. J. Bartlett & Co., 37 Cornhill St., Boston, Mass.
Vols. 15 and 16 Shennandoah ed. of Stockton.
Recollections of a Manager, Daniel Frohman.

B. C., Care of Publishers' Weekly.

The Commercial and Financial Chronicle, vols. 1 to 15, July, 1865 to December, 1872.
National Markets and National Advertising, 1922, pub. by Crowell Publishing Co., \$10 offered for one copy.

The Beacon Book Shop, 26 West 47th St., New York City.

Taylor, A. E., Plato, Dodge.

Behymer's Book Shop, 1204 Olive St., St. Louis, Mo.
E. Seton Thompson, Art Anatomy of Animals.
Emily C. N. Vanderpoel, Color Problems.
Edward Muybridge, Animals in Motion.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York City.

General Telegraph A B C 5th Improved.
Peterson Banking, Samper's Code.
Western Union, Lieber's 5-Letter Codes.
Any American-Foreign Language Code.

Boardwalk Book Shop, 711 Boardwalk, Atlantic City, N. J.

James, History of Struggle for Relig. Liberty in Va.
McCoy, Jos. G., Historic Sketches of the Cattle Trade of the West and Southwest.
Saunders, Geo. W., The Trail Drivers of Texas.
Anthony, Wayne, Cow Man.
Lone Star Cowboy, A.
Kuprin, A., The Duel.
Painted Veils.
Petronius, Satyricon, Bohn ed.
The Return, Walter de la Mare, Knopf, 1st printing.
Roll Call of Westminster Abbey.
Adami, Pathology, 2 vol. ed.
Soul of Lillith, Corelli.
Darkness and Dawn, G. A. England.
The Murderer, De Morgan.
Destruction of Indies, Las Casas.
Treatment of Diabetes, Allen.
Kama Sutra, Vatsyayama.
Quaint Companions, L. Merrick.
King Hunger, Andreyeff.
Wells, Outline of History, original parts; Outline of History, 1st bound ed.
History of Atheism, Mautner.
Renan, The Apostles; The Kabala.
Jewish Philosophy, Kaufman.
Anything by Flammarton.

The Bobbs-Merrill Company, 185 Madison Ave., New York City.

A Fool for Love, by Francis Lynde.

The Book Shelf, 112 Garfield Pl., West, Cincinnati, Ohio.

Delectable Duchy, by Quiller Couch, formerly pub. by Scribner.
The Great Amulet, by Maud Diver.
Scars On The Southern Seas, by Geo. F. Bronson Howard.

The Book Shop, 219 North Second St., Harrisburg, Pa.
My Autobiography, S. S. McClure.

The Book Shop, 4 Market Square, Providence, R. I.
Palms of Papyrus, Monahan, 1st ed.

Book Shop of the Glass Block Store, Inc., Duluth, Minn.

Stories for Pictures.

Charles L. Bowman & Co., 118-120 East 25th St., New York City.

The Curiosities of Literature, D'Israel.
Finnish-American Cook Book.
Lost Civilization, Chas. Finger.
Sladen, How to See Italy.

E. P. Boyer, Bourse Bldg., Philadelphia, Pa.

Esquemeling, Buccaneers of America.
Masefield, On the Spanish Main.
Bernal Diaz Castillo, Conquest Mexico.
Shadwell, Mountain Warfare.

Brandt & Kirkpatrick, 35 West 45th St., New York City

Comrade Yetta, by Albert Edwards.

Brentano's, 218 S. Wabash Ave., Chicago, Ill.

Parker, Pierre and His People, Harper.
Saunders, Maxims and Reflections of Goethe, Macmillan.
Pascal, Thoughts, Houghton Mifflin Co.
DeWolff, Pawnee Bill, 1902.
Mumby, Romance of Bookselling, Little, Brown & Co.
Emerson, Beverages, Past and Present, 2 vols., Putnam.
Hugo, Works, vols. 6 and 7 only, pub. by Dumont.
Saunders, Trail Drivers of Texas.
Anthony, Cow Man.
Heitland, Roman Republic, 3 vols., 1909.
Wilson, Ironclads in Action, 2 vols.
Conant, Wall Street and the Country.
Hull, Industrial Depressions, Stokes.
Fowler, Heads and Faces.
Henley, Twentieth Century Formulas, 1913 ed.
Hodge, Handbook of North American Indians, vol. 2.
Hinman, Historical Collection, from official records, etc., of the part sustained by Connecticut during the War of the Revolution.
McCoy, Historic Sketches of the Cattle Trade of the West and Southwest.
Mahan, Major Operations of the Navies in the war of American Independence; War on the Sea and Its Lessons.
Ward, Critical Analysis of the Principal Modern Naval Battles.
Wood, Primer of Political Economy, Macmillan.
Voth, Oraibi Summer Snake Ceremony, pub. by Field Museum of Natural History.
Mummery, Climbing in the Alps and Caucasus, Scribner.
Pycraft, A History of Birds, pub. by Wessels.
Flower, Delightful Dodd; Nurse Norah, Pott.
Flower, The Spoilsmen, L. C. Page; Policeman Flynn, Century; Slaves of Success, Bobbs-Merrill; The Best Policy, Bobbs-Merrill.
Wilkinson, Submarine Cable Laying and Repairing, Van Nostrand.
Pratz, French Dishes for American Tables, McKay.
Brock, Life of Robert E. Lee.
Root, Experiments in Government and the Essentials of the Constitution, Prince. U. P.
Headley, Structure and Life of Birds, Scribner.
Babbitt, Human Culture and Cure, K. Babbitt; Health and Power, Peebles; Principles of Light and Color, Peebles.
Meyer, Monk's Wedding, DeWolfe.
Baring-Gould, Family Names and Their History, Lippincott.
Stockley, Claw, Putnam.
Sand, The Snow Man, Little, Brown & Co.
Up-Keep of Golf Courses in the Chicago District, McClurg.
About, King of the Mountains, Rand-McNally.
Gladden, Present Day Theology, Houghton, Mifflin.
Savage, Signs of the Times, Ellis.
Guimera, Marta of the Lowlands, Doubleday, Page.
McClennan, Campaigns of Stuart's Cavalry, Scribner.
Pocock, A Frontiersman.
Moore, The Peacock Feather, Putnam.
Bancroft, History of Nevada, Colorado, and Wyoming, 1540-1888.
Scribner's Magazine, vol. 3, 1871.
Dumas, Chevalier D'Harmental; Regent's Daughter; Olympe de Cleves, handy library edition, pub. by Little, Brown.
Pickett, The Fourth Physician, McClurg.
Capes, Mill of Silence.

BOOKS WANTED—Continued

Brentano's, Chicago—Continued

Hesse, Coal Tar Colors in Food Chemistry, Bulletin 147 Bureau of Chemistry.
 Etheridge, Jerusalem and Tiberius.
 Edward, Dictionary of Thoughts.
 Murphy, Three Wonderlands of American West, 1st ed., illust. by Moran.
 Quintilian, Bohn Library 2 vols.
 Giovanni, The Morphology of the Human Body.
 Ruskin, Mornings in Florence.
 Stahls, Lectures on Astronomy.
 Plato, Dialogues, trans. by Jowett, 3d ed., 5 vols.
 Dongle, Across China Afoot.
 Johnston, George Grenfell and the Congo.
 Dix, The Fighting Blade.
 Chandler, Trial of Jesus, 2 vols.
 Crucifixion, by an Eye Witness.
 Tracy, Cynthia's Chauffeur.
 Deering, Border Boys with Mexican Rangers.
 Mabie, In Arcady.
 Reavas, Moving the Capitol.
 Fletcher, School of the Heart.
 Beegle and Crawford, Community Pageants and Pageantry.

Brentano's, Fifth Ave. and 27th St.,
New York City

History of Printing at Cambridge, Cambridge Univ. Press.
 The Daniel Press, Univ. Oxford.
 Exercises in Typography, Taylor & Holden Co., Springfield, Mass.
 History of Printing in Maryland, Norman T. Muelder.
 Wings of the Dove, Henry James.
 Handbook of Heraldry.
 An Artist's Letters from Japan, La Farge.
 More Songs of Angus, 2 copies, Violet Jacobs.
 Memoirs of Prince Lichnousky, Ambassador to Great Britain.
 Haym Solomon, C. Peters.
 The Erotic Motive in Literature, Mordell.
 E. W. Horning, Shadow of a Man; Tiny Lutterell; Young Blood; Deralies Bushranger.
 Rubaiyat of Omar Khayyam, best and largest ed.
 The Idyl of Twin Fires, W. P. Eaton.
 The Iowa Plan of Character Education, Dr. Starbuck.
 Sayings of Mohammed, Suchronardy.
 The Priest and The Acolyte, Oscar Wilde.
 Hearts of Men, Henry Fielding.
 The Great Amulet, Maud Diver.
 A History of Logarithmic Slide Rule, F. Cajori.
 To Damascus, August Strindberg.
 The Science of Draw Poker, David A. Curtis.
 The Tonic Sol-Fu-Musio Reader, revised and improved by Theo. F. Seward and B. C. Unseld.
 The Advancing Kingdom, Rev. H. W. Tower.
 Emphatic Diaglott.
 Wanda, Ouida.
 The Fortunate Isles, Boyd.
 Von Hornbolt's Travels in Mexico, vols. 6 and 7.
 The American Railway, its Construction, Development, Management and Appliances, by 12 authors, introduction by Thomas M. Cooley.
 Citrus Fruits and Their Culture, H. Hume.
 Grismismal, A Poem of Norse Mythology.
 Le Disciple, M. Paul Bourget.
 Democracy, Henry Adams.
 The Wallet of Kai Lung, Ernest Bramah.
 Waliszewski, Ivan the Terrible, trans. by M. S. Loyd.
 Susan Warner, Alone; Charlotte Bronte at Home; Empty Heart; From My Youth Up; Gallant Fight; Handicapped; Helen Gardner's Wedding Day; Hidden Path; His Great Self; Jessamine; Judith; Miriam; Moss Side; My Little Love; Nemesis; Old Field School Girl; Phennie's Temptation; Sunny Bank; True as Steel; With Best Intentions; De Dale; Long Lane; Looking Westward; Christmas Stocking; Daisy Plains; End of Toil; Letter of Credit; Melbourne House; My Desire; Nobody; Old Helmet; Pine Needles; Red Wall Flowers.
 Ollivant, Red Boat Captain; Royal Road.
 Memoirs of Phillip De Communes.

Brentano's, N. Y.—Continued

The Persian Pearl, Clarence Darrow.
 Collection of the Writings of J. J. Ingalls, Essays, Addresses and Orations, 1902.
 Capel Sion, Caradoc Evans.
 Off On a Comet, Jules Verne.
 New Book of Martyrs, George Dubonnel.
 The Case of George Edalje, Conan Doyle.
 Our Chauncey After Dinner Rhymes.
 Kabalah Unveiled, Gregor Mathers.
 Origin and Nature of the Emotions, Crile.
 Tommy & Co., Jerome K. Jerome.
 Cosmic Consciousness, E. Maurice Bucke.
 An Engineer's Note Book, Wm. McFee.
 Honor of His Home.
 History of the Mongols, Curtin.
 A Critical Philosophy of Liebnitz, Bertrand Russell.
 Two Years in the West Indies, Lafcadio Hearn.
 Web Indian Life, Sister Nivedita.
 Tao Yeh King, Loo-tzes, Paul Carus.
 Capt. Fortune.
 Golden Precipice.
 Chapman's Wares, H. B. Marrott.
 King's Highway.
 The Vigilants of Montana.
 J. M. Barrie and His Books, J. A. Hammerton.

The Brick Row Book Shop, Inc., 19 East 47th St.,
New York City

American Foreign Relations, by Fletcher Johnston.

Bridgman's Book Shop, 108 Main St., Northampton,
Mass.

Athern, The Church School.

Morris H. Briggs, 5113 Kimbark Ave., Chicago, Ill.

Following, by Roosevelt, pub. Washington, D. C.:
 Proclamation Announcing Death of President McKinley, broadside, 1901, black border; Address at Lincoln Dinner Repub. Club, N. Y.; Waldorf Astoria, Feb. 13, 1905, 1905; Address at Cairo, Ill., Oct. 3, 1907, 1907; Canal Zone Message, Dec. 8, 1908, 1908; Address Lansing, Mich., May 31, 1907, 1907; Address at Hodgenville, Ky., Feb. 12, 1909, 1909; Proclamation of Lincoln Anniversary, 1909; Message Recommending that 100th Anniversary of Birth of Lincoln Be Made Special Holiday, 1909; Address Canton, Ohio, Sept. 30, 1907, 1907; Address H. C. Lodge in Honor T. R., Feb. 1919, 1919; Proclamation Announcing Death Roosevelt, 1919; Address Harrisburg, Pa., Oct. 4, 1906, 1906; Any other messages by T. R., to either house of Congress, speeches, proclamations, etc., printed at Washington, D. C., or elsewhere; Printed speeches by members of Congress referring to Roosevelt or His Policies; Any Campaign Material by or about Roosevelt issued by Republicans, or Progressives or Democrats; Anything by or about T. R., especially pamphlets in Spanish, German or other foreign languages; Any T. R. 1st eds., autographs or manuscripts.

Albert Britnell, 815 Yonge St., Toronto, Can.

Thwaites, Jesuit Relations and Allied Documents, complete set.

Brockmann's, Charlotte, N. C.

Woodbine Willy, Rough Rhymes of a Padre.

Campion & Company, 1313 Walnut St.,
Philadelphia, Pa.

Wanderings In the Roman Campagna, Lanciana.
 Anderson's Crimes and Criminals.
 Lonely House, Belloc Lowndes.
 Pomona's Travels, Stockton.
 Kauffman, What Is Socialism; Sentence of Silence; Running Sands; Jim.
 Wells, Floor Games for Children.
 Lyon's Assyrian Manual.

Carson Pirie Scott & Co., 1 South State St.,
Chicago, Ill.

Stanley's In Darkest Africa, pub. by Scribner's Sons, retail \$4.

George M. Chandler, 75 East Van Buren St.,
Chicago, Ill.

Arthur, T. S., Household Liby., any titles, Lippincott, 1850-55.

BOOKS WANTED—Continued**Geo. M. Chandler—Continued**

Atherton, Doomeswoman.
 Ditmar, Reptiles of the World.
 Forney, Catechism of the Locomotive.
 Hopkins, Home Made Beverages.
 Ouida, Idalia.
 Stevenson, An Inland Voyage, 1st ed.; Travels with a Donkey, 1st ed.; Virginibus Puerisque, 1st ed.; New Arabian Nights; Prince Otto, 1st ed.; Treasure Island, 1st ed.; Dr. Jekyll and Mr. Hyde, 1st ed.; More New Arabian Nights.

Chicago Medical Book Co., Congress and Honore Sts., Chicago, Ill.

Ferguson, The Technic of Modern Operations for Hernia, 1st ed., 1907.

The Arthur H. Clark Company, 4027-4037 Prospect Ave., Cleveland, Ohio.

New List of Wants sent on request.
 Flute, any books wholly or in part on, Mss., A. L. S. of Flute Players, portraits, etc.
 Hertslert, Collections of Treaties and Conventions, set.
 Boller, Among the Indians, Phila., 1868.
 Bryant, Rocky Mt. Adven., 1st ed., 1848.
 Herrick and Ingalls, How to Finance the Farmer, etc.
 Hough, Way of West.
 Hough, Mississippi Bubble; Fifty-Four Forty or Fight.
 McClure, 3000 Miles Thru R. Mts.

The John Clark Company, 1783 East 11th St., Cleveland, Ohio.

Popular Science Monthly, vol. 30.

Colonial Society, Box 343, Richmond, Va.

Atlantic Monthly, Jan. and Feb., 1920.
 Dictionaries of Latin, Greek, etc., Quotations.
 Reader's Handbook and similar reference books.

Columbia University Library, New York City.

Greene, Fred S., Grim Thirteen, Dodd, Mead & Co., 1917.
 Bliss, W. D. P., A Handbook of Socialism, Allen, 1895.

Columbia University Press Bookstore, 2960 B'way, New York City

Frenssen, Peter Moor's Journey to S. W. Africa.
 Querido, Israel, Toil of Men.
 Janson, Gustav, Pride of War.
 Abbott, Life of Napoleon Bonaparte, vol. 4 only.
 Mayo Smith, Statistics and Economics.
 Adams, Public Debt.
 Calkins, Protozoology; Protozoa.
 Quiller-Couch, Roll Call of Honor.
 Mark Twain, Life on Mississippi, Osgood, 1883; Innocents Abroad, Bancroft, 1877; Roughing It, Rona, 1874.
 Thackeray, Vanity Fair, Harper, 1849, Preface, London, 1848.
 Bramah, The Wallet of Kai Lung.

Congregational Publishing Society, 14 Beacon St., Boston 9, Mass.

Tulloch, Movements of Religious Thought in Britain in the Nineteenth Century.

Luther M. Cornwall, 227 Pennsylvania Ave., N.W., Washington, D. C.

Barton, Harmony of the Gospels.
 Adams, History of U. S.; Life of Gallatin.
 Babcock, The Tower of Wye.
 Bowen, Days of Makeniel.
 Babcock, Kent Fort Manor; Eastern Shore of Md.
 Emory, Maryland Manor.
 Goodwin, Sir Christopher.
 Hungerford, Old Plantation.
 Kerr, One Thing Is Certain; Painted Meadows.
 Potter, House of De Mailley.
 Stanley, Pilate and Herod.
 Shannahan, Tales of Old Md.
 Thurston, Mistress Brant.
 Townsend, Katy of Catoclin.
 Taylor, Barbara.

L. M. Cornwall—Continued

Ballard, Three Kingdoms.
 Rimini, Leigh Hunt.
 Brack, Life of Lee.
 Walls, Phalic Worship.
 White, Travels in Africa.
 Patterson, Man-eaters of Tsavo.
 Rauch, Pa., Dutch Handbook.
 Volney, Ruins of Empire.
 Meads, Old Churches, illus.

Cossitt Library, Memphis, Tenn.

Veblen, The Theory of the Leisure Class.
 Seltzer, Range Riders.
 Pinero, Mind the Paint Girl.
 Hale, Wm. B., Woodrow Wilson, The Story of His Life.

Crist Book Shop, 881 Wabasha St., St. Paul, Minn.

Vol. 3, Young Folks Library.
 Children's Hour, vol. 9, red cloth.
 Beecroft, Who's Who Among the Ferns.
 The Philistine, vol. 6.
 Mark Twain, vol. 18, green cloth.

Warren H. Cudworth, 15 Beacon Ave., Norwood, Mass.

The Winslow Memorial, by D. P. Holton, New York, 1877.

Dartmouth College Library, Hanover, N. H.

Brandes, Georg-Ferdinand Lassalle.
 Miller, The Czecho-Slovaks in America.

Naismith Dawson, 172 Lexington Ave., New York City

Gould, The Magic of Dress, Doubleday.

Detroit Public Library, Detroit, Mich.

Roorbach, Bibliotheca Americana, vols. 3 and 4.

Dixie Business Book Shop, 140 Greenwich St., New York City

How to Invest When Prices Are Rising.
 Public Debts., H. C. Adams.
 Nichols, Methods of Determining Costs in Cotton Mills.

Doubleday, Page Book Shop, 920 Grand Ave., Kansas City, Mo.

Chesterton, New Jerusalem.
 Crockett, Black Douglas.
 Hall, Cactus and Pine, Sam French.
 Bird, Paul of Tarsus, Scribner.
 Kildare, My Mamie Rose.
 Geology of Western Ore Deposits.
 Prospecting for Gold and Silver.
 Ballentine, Dog Crusoe, Bowman.
 Cates, Sanborn Vanity and Insanity of Genius.
 Gov. Bob Taylor, Taylor's Tales.
 Rowland Sultana, Dodd Mead.
 Cross, Three Miss Kings.
 Page, Mt. Vernon and Its Preservation.
 Praed, Essays, pub. by Routledge.
 First Edition De LaMare, Memoirs of a Midget.
 Travis, Young Malefactor, Crowell.
 April Issue National Geographic Magazine.
 Hill, Manual of Draughts, Warne.
 Lee, Guide to Game of Draughts, Warne.
 Study, Nos. 3 and 4, Portfolio of Dog Pictures.

James F. Drake, 14 West 40th St., New York City

Copyright, Its History and Its Law, 1911.
 Harter, Frontier Stories, 1890.
 Hearn, Fantastics and Other Fancies, 1914; Gombo Zhebes, 1885; La Cuisine Creole, 1885.
 Hergesheimer, Gold and Iron, 1918.
 Huneker, Promenades of an Impressionist, 1910.
 Poe, Eureka, 1848; The Raven, 1845; Tales of the Grotesque and Arabesque, 2 vols., 1840.
 Stoddard, South Sea Idylls, 1873.

Duffield & Company, 211 East 19th St., New York City

Fame's Pathway and The Crimson Wing, both by Chatfield-Taylor.

The Dulany-Vernay Co., 339-341 North Charles St., Baltimore, Md.

The Forest Pilot, by Ed. Huntington.

BOOKS WANTED—Continued

**E. P. Dutton & Company, 681 Fifth Ave.,
New York City**

Admunden's Voyage to South Pole, 1st English ed.
American, Ex-Libris, Bookplates, good specimens.
Ade, George, Stories of the Streets and of the Town.
American Bureau of Standards, Aluminum Alloys
Reports.
Andrews, Mrs., Enchanted Forest, 1st ed.
An Unrecorded Trial, Doubleday Page.
Adams, C. T., The Constitutional Ethics of Seces-
sion.
Arabian Nights, vol. 7, Samara ed.
American Book Prices Current, 1916 and 1920.
Americanization of Edward Bok, 1st ed.
Ade, George, Marse Covington, Wash., 1918, Some
Torch Bearers in Indiana, Indianapolis, 1917.
Bartlett, Northward & Co.
Buchan, Thirty Eight Steps; Mr. Greenmantle.
Bookman, Aug., 1918.
Burns Poetical Works, vol. 11, Philadelphia, 1804,
or vols. 1 and 2.
Baillie, J. B., Outline of the Idealistic Construction
of Experience.
Browning, R., Works, Introduction and Notes, by
Porter & Clark, Brown cloth, vol. 1, Pauline,
vol. 4, Dramatic Lyrics, 5, Men and Women.
Banfield, Confessions of a Beach-comber.
Ball, Margart, Sir Walter Scott as a Critic of Lit-
erature.
Bone, David W., The Brass Bounder, 1911, 1st ed.
Dunsany, Tales of War; 1st Amer. ed.; Tales of
Three Hemispheres, 1st Amer. ed; Unhappy Far-
Off Things, 1st Amer. ed.
Dehan, One Braver Thing.
Fitch, G. H., Comfort Found in Good Old Books.
Lodd, Hieronimus Riddles.
Lindley, Murray, English Grammar.
Lancaster, Colonial Houses and Churches, of Vir-
ginia.
Opid, Ars Amortoria, Paul Elder.
Riley, James Whitcomb, Poems and Yarns by Wife
and Riley.
Rockefeller, Three Random Reminiscences of Men
and Events.
Wallace, Ben Hur, 2 vols.

Edw. Eberstadt, 25 W. 42d St., New York City.

Freeman's Journal for 1853.
California, Oregon, Wyoming, Utah, Montana and
the Far West; Books, pamphlets, maps and manu-
scripts urgently wanted. Any and all items;
price no object; spot cash with order. Attention to
this notice will prove a source of continuous profit.

Geo. Engelke, 855 N. Clark St., Chicago, Ill.

Anstudy, Hd. Book of Photo Engraving.
Avalon, A., Serpent Power.
Babbitt's Principle of Light and Color.
Blavatsky, Secret Doctrine, vol. 3 or set.
Steller, Astrology.

Marshall Field & Co., Chicago, Ill.

Life and Letters of Walter H. Page, by Hendrick,
first printing, Doubleday Page.
General R. R. Guide, Around 1880.
General R. R. Guide, Around 1870.
Emperor, by Ebers.
History of Astronomy, by Forbes, Putnam.
Man's Plan in the Universe, by A. R. Wallace,
Doubleday.
Twenty Years of Hustling, by Johnson, J. P.,
Thompson Company.
Progress in Language, by Jespersen.

P. K. Foley, 3 Hamilton Place, Boston, Mass.

Bell, Solomon, Travels, Boston, 1830-31.
Boston, 5th of March Orations, 1775, '79, '80.
Gregg, Commerce of the Prairies, vol. 1.
Life in a Whale Ship, Boston, 1846.
Life of Comstock, the Pirate.
Life on the Lakes, 1838, vol. 2.
Poe, Tales, 1840, vol. 1 or both; Tales, 1845; Works,
1850.
Romance of the Deep, Boston, 1846.
Romans, New Netherlands, Hartford, vol. 2, 1782.

P. K. Foley—Continued

Sportman's Cabinet, London, 1804, vol. 2.
Newgate Calendar, London, 1824, vol. 2.
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Barlow, Prospect of Peace, N. Y., 1778.
Bierce, Shapes of Clay, San Francisco, 1903; The
Monk and Hangman's Daughter, 1892.
Elinor Wyllys, a Tale, Phila., 1846.
Dickens, Travelling Letters, 1846.
Hawthorne, Liberty Tree, Boston, 1841; Fanshawe,
1876; Dolliver Romance, 1876.
Hood, Mrs. Peck's Pudding, 1845.
Kennedy, Rob of the Bowl, 1838.
Key, The Star-Spangled Banner, any issues with
or without music, before 1840.
Mayo, Kaloolah, 1849; Flood and Field, 1844.
Oversongs, six poems, 1864.
O'Connor, The Good Gray Poet, 1866.
Pike, Prose Sketches, Boston, 1834.
Pirates' Own Book, before 1850.
Robin, Travels Through America, 1783-84.
Shaw, R. G., Memorial of, 1864.
Simms, W. G., The Tri-Color, Charleston, 1830;
any 1st eds.
American periodicals; report any nos. or vols.:
Amateur, Boston, 1830-32.
American Mag., Boston, 1743-46; Phila., 1757-58;
N. Y., 1769-88.
American Monthly Mag., N. Y., 1833-35.
Baltimore Saturday Visitor, 1833.
Barber's Shop, Salem, 1807-08.
Boston Literary Mag., 1833.
Boston Lyceum, 1833.
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Broadway Journal, N. Y., 1845.
California Mountaineer, 1861.
Collegian, Cambridge, 1830.
Columbian Mag., 1787-95.
Corsair, N. Y., 1839-40.
Critic, N. Y., 1828-29.
Dial, Boston, 1840-44.
Free State Rally, Boston, 1845-46.
Flag of Our Union, Boston, 1849.
Gentleman's Mag, Phila., 1835-40.
Harbinger (Brook Farm), 1845-49.
Hutchings California Mag.
Pearl, Hartford & Boston, 1831-35.
Phalanx, Boston, 1844-45.
Polyanthos, Boston, 1804-14.
Roberts' Mag., Boston, 1841-43.
Rover, N. Y., 1843-47.
Royal American Mag., Boston, 1774-75.
Salmagundi, N. Y., 1806-07 and 1819-20.
Sargent's Mag., N. Y., 1843.
Spirit of the Old Dominion, Richmond.
Select Journal Cambridge, 1833.
Something, Boston, 1811-12.
Something New, Boston, 1830-33.
United States Literary Gazette, 1824-25.
Yankee, Portland & Boston, 1827-29; Boston, 1844-
45.
Bell, Solomon, Travels, Boston, 1830-31.
Bigmore, Bibliography of Printing, vol. 1.
Bierce, Ambrose, 1st eds.
Blake, Family Cyclopaedia, 1832-34.
Brown, C. B., 1st eds.
Brown, Hist. of War of 1812, Auburn, 1815.
Byles, Mather, Poems and Sermons by.
Canada, National Ballads of, 1865.
Cooper, The Spy, 1821; Lionel Lincoln, 1825; Odd
vols. in original bindings.
Emerson, Essays, 1st ed.
Evans, Pedestrous Tour, imperfect.
Far West, The, 1838, vol. 1, or both.
Holmes, Poems, 1836, original cloth.
Irving, Sketch Book, original wraps, any nos.
Jones, J. B., Wild Western Scenes, no. 4.
Lazarus, The Spagnoletto, 1876.
Melville, Omoo, 1847; Typee, 1846 or 1847; Moby
Dick, 1851; Clarel, 1876; John Marr, 1888; Timoleon,
1888.
Neal, John, 1st eds.
Peacock, Timothy, Adventures of, 1835.
Poe, The Raven, 1845; Tales, 1845, and 1840; Works,
1850.
Ryan, Poems, Mobile, 1879.
Sill, The Hermitage, 1868.
Simms, Wm. Gilmore, 1st eds.

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Shaw, Memorial, R. G. S., 1864.
Whitman, Memoranda During the War, 1875.
Whittier, Stranger in Lowell, 1845.
Wise, Capt. Brand of the Centipede, 1864.
Woodworth, Samuel, Poems, etc.
Boston, Fifth of March Orations, 1771-83, any.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.
Pilgrims of Lonely Land, Lynn Hough.

W. & G. Foyle, Ltd., 121-125 Charing Cross Road,
London, W.C. 2, England.

Niblick, Hints to Golfers, 1902.
Whigham, H. J., How to Play Golf, Stone, 1903.

John L. Galletti, 400 Grand St., Newburgh, N. Y.
Memoirs of Cardinal de Retz.

Gammel's Book Store, Austin, Texas.

Powell, Historic Towns of the Middle West.

Wm. J. Gerhard, 563 N. 20th St., Philadelphia, Pa.
Mershon, Passenger Pigeon.

The J. K. Gill Co., 3rd & Alder Sts., Portland, Ore.
Curiosities of Literature.

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Hyde.
Confucian Analects, Oxford ed.

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Martland, Life and Letters of Leslie Stephen.
Sam Lloyd's Puzzle Books.
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Clodd, Magic in Names.

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Price, Monuments of the Old Testament.

Goldman's Book Store, 424 S. Dearborn St., Chicago,
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Burns, Robert, 2 vols., Edinburgh, 1801; Poems,
Edinburgh, 1811, vol. 1 only.
Ramsay, Poems, 1811.
Basford, How to Estimate on Printing.
Scottish Clans and Their Tartans.
Christianity and Islam, Blyden.

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Crane, Stephen, Red Badge of Courage.
Any books by Stephen Crane.
Bierce, Ambrose, Tales of Soldiers and Civilians.
Any books by Ambrose Bierce.
Whitman, Walt, Leaves of Grass, Washington,
1871.

Any books by Walt Whitman.
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Melville, Herman, The Confidence Man.
Any book by Herman Melville.
Smith, Johnson, Maggie, a Girl of the Streets.

Goodspeed's Book Shop, Boston, Mass.

Atlas to Burritt Geography of the Heavens.
Boston Directory, Reprint of 1789 ed., 1904.
Chadwick, Ocean Steamships, Scribner, 1891.
Chestnut, A Diary from Dixie.
Gass, Patrick, Journal.
Georgia Gazetteer, Charleston, 1827; 2nd ed., 1829;
3rd ed., Wash., 1837; 4th ed., 1860.
Hammond, Colonial Mansions of Maryland and
Delaware.

Goodspeed's Book Shop—Continued

Henry's Travels, 1st ed.
Isham, History of American Painting.
Ketchum, Rev. A., Profiles.
Leech, Comic History of Rome, early ed.
London, Jack, Lost Face, 1910.
Masters in Art, Aug., '08, Hunt; Jan., 1909, Stevens.
Melville, Israel Potter, Fifty Years of Exile, 1855.
Morison, Maritime History, 1921.
Partridge, Passers By, 1910.
Smith, History of Dutchess Co., N. Y.
Thoreau, Cape Cod, illus. by Watson.
Va., Augusta Co. Records.
Virgil, trans. by J. D. Long.
Widden, Ocean Life in Old Sailing Ship Days.
Yule, Marco Polo.
Castle Pride of Jennico.
Ellis, Mrs. Havelock, Three Modern Seers.
Hardy, Plants for Cottage Gardens, 1916.
Sidgwick, Lady of Leisure.
Hinchman, Early Settlers in Nantucket.
Genealogies: Davison.
Foster, 1872.
Hoyt, 1857.
Janse, Anneke.
Jefferson Davis, 1910.
Mather, H. E., Mather Gen. 1890.
Mears, 1873.
Coffin, Trustram and His Desc., 1881.

Edwin S. Gorham, 11 W. 45th St., New York City.
Howells & Alden, Shapes That Haunt the Dusk,
Harper, 1907.
Holmes, The Late Tenant, Clode, 1906.
Crockett, The Black Douglas, Doubleday, 1899.
Howell, Undiscovered Country.
Chambers, Trees of Heaven, 1907.

Gotham Book Mart, 128 W. 45th St., New York City.
Lodeman, Spraying of Plants.
Mencken, Ventures into Verse.

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American Journal of Sociology, 1900 to date.
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Scott, Architecture of Humanism.
Mayer's Chinese Readers' Manual, 1874.
A Tribute to the Negro, Wilson Armistead, Edin-
burgh, 1848.

Walter M. Hill, 22 E. Washington St., Chicago, Ill.
DeVenne, Invention of Printing.
Whistler, The Baronet and the Butterfly, L. P.
Journal of Speculative Philosophy.
Brockmeyer, Phenomenology of Spirit, Chapters 1,
2, 3.

Hegel's Propadeutik, trans.; History of Philosophy,
trans.; Philosophy of Religion, trans. Soldan;
Aesthetics, trans.; Philosophy of the State, trans.
Mead; Philosophy of Right, trans. Dyde; Doc-
trine of Reflection, Harris; First Principle, Harris.

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Guide to Middle and Metrical Romances, Yale
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Early Virginia Marriages, part 1, Orange Co., Limited ed.
Middlesex Co. Records, vol. 2 of Series Va. Co. Records, limited to 1000 copies.
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A Registry of American Families entitled to Coat Armor.

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Martin's Book on Oriental Rugs.
Polynesian Race, Fornander, vols. 3 and 4.
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McLaren, Gardening in California.
Report of National Museum, Smithsonian Inst., 1902, Mason.
Crawford, Gleanings from Venetian History.
Anything on Lithography.
De Weese, The Bend in the Road, Harper ed.
Marden, Every Man a King, Limp leather.

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Stephens, Leslie Free Thinking and Plain Speaking.
Beymer, On Hazardous Service, Harper.

Jersey City Free Public Library, Jersey City, N. J.
Baker, E. A., Guide to Historical Fiction; Guide to the Best Fiction in English.
Clarke, M. A. H., For the Term of His Natural Life.

Forster, John, Life of Charles Dickens.
Mansfield, M. F., In the Land of Mosques and Minarets.
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Buell's Life of John Paul Jones.

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Call of Wild, ill. Bransom.
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P. J. Kenedy & Sons, 44 Barclay St., New York City.

Spiritual Letters of Father Libermann.

Alfred A. Knopf, Inc., 220 W. 42d St., New York City.

Chelkash, Maxim Gorky, pub. Knopf.

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Stewart, Life and Adventures.
Hough, Way to the West; Way of a Man.

John W. Leonard Corporation, 375 Fulton St., Brooklyn, N. Y.

Who's Who on the Pacific Coast, Harper, 1913.
The Book of St. Louisans, 2nd ed.

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History of Science, Rutledge.
Duplay, M. M., Industrial Arts.
- S. F. McLean, 754 E. Colorado St., Pasadena, Calif.**
Cowan, Bibliography of Calif.
Aldrich, Story Bad Boy, 1870.
Masters, Spoon River Anthology, 1st ed.
Bancroft, Histy. Calif., vols. 1 and 2.
- James Madison, 1493 Broadway, New York City.**
Files of New York Weekly, Boys of New York, Elverson's Saturday Night, New York Ledger, Fireside Companion, Waverly Magazine, Beadle and Adams, Frank Tousey and similar libraries.
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Oxford University Press, American Branch, 35 W. 32nd St., New York City.

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Burnham, Clara Louise, A Life Illumined

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N. A. Phemister Co., 42 Broadway, New York City.

Taylor, Science of Jurisprudence.
Wright, Constitutions of the States at War, 1914-18, pub. 1919.

U. S. Government Catalogue of Treaties, 1814-19.

Powers, Book Section, Minneapolis, Minn.

Log of the Northshore Club, Kirk Alexander.

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Set, Encyclopedic Dictionary.

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Page, In Ole Virginia.
Poole, Beggar's Gold.
Porter, Michael O'Halloran.
Adams, Success.

Set, Dumas, 12 vols., Imperial ed.

Old Fort Duquesne.

Clark, W. P., Indian Sign Language, Phila., 1885.

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Letters to McCulloch, N. Y., 1895.

Richard, School System of France, 1893.

Richardson, Ancient and Modern Timekeepers.

Study of English Rhyme, 1909.

Robertson, California.

Robinson, Flora of N. America, vol. 1, pt. 1.

Roorbach, Bibliotheca Americana, 4 vols.

Ross, Birds of Canada, 2nd ed., 1872.

Roux, Problems, Methods and Scope of Mechanics.

St. Nicholas, Dec., 1915; Sept. and Dec., 1918.

Scammon, Marine Mammals of N. W. America.

Schmoller, Mercantile System.

Scudder, Winnipeg County, 1886.

Lawrence, Medals by Giovanni Carino, N. Y.

Benedict, Life of Weber, Scribners, N. Y.

Prime, The Old House by the River.

Osgood, Game of Alaska, 1907.

O'Sullivan, The Good Girl, 1917.

Packard, Ichneumon Parasites of American Butterflies, 1880.

Parcerette, Canning & Preserving as an Industry.

Patten, Malthus and Ricardo.

Peacock, Cyclopaedia in 27 vols.

Pelford, Study & Use of Poetry.

Philadelphia Museum Anthropol., vol. 3, no. 1.

Plumb, Indian Corn Culture.

Roorbach, Bibliotheca Americana, 4 vols., 1861.

Scammon, Marine Mammals of N. W. America.

Fisher, Struggle for American Independence, 2 vols., 1908.

Rare Book Co., 99 Nassau St., New York City.

American State Papers, 12 vols.

First eds. of Gilmore Simms.

Early Alabama and Florida Acts of the Legislature.

New International Year Books, 1907, 1908 and 1909.

Last Fight of the Revenge at Sea by Sir Walter Raleigh, Riverside Press ed.

Christian Science books and pamphlets, Mrs. Eddy.

The Rare Book Shop, 723 17th St., Washington, D.C.

Strachey, Historie of Travaile into Virginia Brittanica, Hakluyt Soc., 1849.

William and Mary Quarterly, complete set.

Tyler, Men of Mark, complete set.

Burk's Virginia, vol. 4.

Any scarce books on Virginia.

Donnelly, Caesar's Column.

Osborn, The Andean Lands.

Reid, Seeing South America.

Root, Latin Amer. and the U. S.

Ross, South of Panama.

Stephen, The Hispanic Nations of the New World.

Sherman, General acct. of Miranda's Edped., N. Y., 1808.

Speer, South American Problems.

Jones, Caribbean Interests of the U. S.

Latane, The U. S. and Latin America.

Masefield, On the Spanish Main.

Miller, In the Wilds of South Amer.

Meriam, Rise of Spanish Empire.

Morris, Historical Tales.

Nicholes, Around the Caribbean and across Panama.

Peck, Industrial and Coml. South Amer.

Bacon, South America.

Lyman, Diplomacy of the U. S.

Ober, The Knockabout Club on the Spanish Main.

Whiffen, Northwest of Amazonia.

Writings of John Quincy Adams.

Memoirs of John Quincy Adams.

Smithsonian Contrib. to Knowl. vol. 7.

Annual Rep. Bureau of Ethnol. v. 16, 17 and 18.

Hist. of the Advt. and suffering of Moses Smith.

Brinton, The Arawack Language.

Allen, South America.

Bobson, The future of South Amer.

Bigelow, American Policy.

Brackinridge, South America.

Corlett, The American Tropics.

Curtis, Venezuela.

BOOKS WANTED—Continued

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Chew, Sketch of the Political Relations and etc. of the Western World.
 Davis, The White Mice.
 Edsall, Incidents of the Life of John Edsall.
 Fish, American Diplomacy.
 Griewe, Hist. of South Amer.
 Harrison, Below the Equator.
 Hart, The Monroe Doctrine.
 Hirst, A Guide to South Amer.
 Robinson, A cursery view of South Amer.
 Moore, American Diplomacy.
 Adams, Writings of Albert Gallatin, 3 vols.
 Paxon, Independence of South Amer.
 King (Rufus) Life and Correspondence, 6 vols.
 Stephens, South America, 1915.
 Sweet, Hist. of Latin Amer.
 Van Dyke, Through South Amer.
 Beebe, Our Search for a Wilderness.
 Cleveland, Venezuela Boundary Dispute.
 Hart, Foundation of Amer. Foreign Policies.
 Bandelier, The Gilded Man.
 Bache, Notes on Columbia, Phila., 1824.
 Bacon, South America.
 Bates, Simon Bolivar.
 Bennett, Voyage from U. S. to South Amer. 1823.
 Verhaeren, Petits vœux.

Raymer's Old Book Store, 1330 First Ave., Seattle, Wash.

Was Marx Wrong?

Fleming H. Revell Co., 158 Fifth Ave., New York City.

Culture of Simplicity, Malcolm J. McLeod.

E. R. Robinson, 410 River St., Troy, N. Y.

Bruce, W., The Hudson, Three Centuries in History, Romance and Invention.
 Bacon, E. M., The Hudson River from Ocean to Source.
 Bible from Heaven.
 Bierce, Write it Right.
 Burnand, F. C., Happy Thoughts; More Happy Thoughts.
 Cook, M. C., The Light on the Path.
 Crockett, S. R., Raiderland, London, 1904; The Stikit Minister, London, 1894.
 Democracy and the Human Equation.
 Fox, Charles James, Complete Speeches.
 Farrar, Canon, Everyday Christian Life; Mercy and Judgement; Men I Have Known; Eric.
 Flower, W., Aquitaine, London, 1897.
 Glances of the Ages.
 Gibson, Wm. Hamilton, Books by.
 History on Scriptural Principles.
 Ingram, J. H., Haunted Homes and Family Traditions of Great Britain.
 Lossing, B. J., Two Spys, Nathan Hale and John Andre.
 Mimer, History of Wyoming.
 Mill, B. F., The Psychic Powers of Man.
 Maitland, Letters of Leslie Stephen.
 Martin, B. E., Old Chelsea, London, 1889.
 Pennell, E. R., Delights of Delicate Eating, Saalfield Pub. Co.
 Pennell, J., Devils of Notre Dame.
 Pennell, J. and E. R., To Rome on a Tricycle.
 Ruttenber and Clark, History of Orange Co., N. Y.
 Ridpath, History of the World.
 Schufeldt, Study of the Human Form.
 San Francisco Directories for 1852 and 1854.
 Stuart, I. W., Capt. Nathan Hale.
 State Bar Association Reports, Quote any.
 Wiley, H., The Wild Cat.
 Leland, C. G., Hans Breitmann's Ballads, Riverside Press.

Frank Rosengren, 611 N. State St., Chicago, Ill.

Mantegazza, Physiology of Love.
 Memoirs of Philip de Cominges.
 Vervilles Le Moyer de Parvenir, Machen's trans.

St. Louis Public Library, Olive St., St. Louis, Mo.

Morse, W., Wang; Comic Opera, Vocal Score with Piano Accompaniment.

St. Paul Book & Stationery Co., 55 E. 6th St., St. Paul, Minn.

On the Cross, W. Hillern, trans. Safford, cloth.
 Prince of the Court of Babylon, E. S. Phelps.

The Salvation Army, Book Dept., 1325 W. Congress St., Chicago, Ill.

Back Number Magazines. Large Stock. Send Want Lists.

Malcolm B. Schloss, The North Node, 34 E. 53rd St., New York City.

Sacred Books of the East, ed. by F. Max Muller, complete set.

Heckethorn, Secret Societies of All Ages and Countries.

Bragdon, Primer of Higher Space; Projective Ornament.

Siva Sanhita.

Schulte's Book Store, 80 Fourth Ave., New York City.

Resonance in Singing and Speaking, Philbrown.

Interpretation in Song, Green.

Old English Towns, Wm. Andrews.

Keim, Jesus of Nazareth.

Literature of American History, Larned, latest ed.

Chas. Scribner's Sons, Fifth Ave. at 48th St., New York City.

Acton, Lecture on Study of History, Macmillan.

Agar, Gardening In Egypt.

Allen, Venice, Pocket ed. only.

Andrews, Good Samaritan.

Bagot, Lakes of Northern Italy.

Brown, H. R. F., In And Around Venice; Fanny Burney and Her Friends, ed. by Seeley, London.

Dehan, One Braver Thing, Duffield.

Depew, Chauncey, Compiled Speeches, 12 vols.

Dimock, Book of the Tarpon, Macmillan.

An Englishman in Paris, 2 vols., London.

Johnston, Gardening for Amateurs, in India.

Loundsberry, A., Guide to Wild Flowers.

Saint Amand, Women of the Valois Court, Scribner.

Sales, W. W., Book on Gardens.

Seignobos, Feudal Regime, Holt.

Spearman, Strategy of the Great Railroads.

Verplanck, Every Day in My Garden, Jenkins.

White, M., How to Make Pottery, Doubleday.

World Almanac, 1923, cloth.

Wyckoff, The Workers, The East, Scribner.

Albee, H. R., Hardy Plants for Cottage Gardens, Holt.

Alfieri, Letters to Alfieri.

American Churches, ed. in silk, vol. 1 only, Amer. Arch Co.

Architectural, Review Aug. 1922 to Feb. 1, 1923, inclusive.

Architecture, Jan.-Dec., 1915, complete, 12 issues.

Bartlett, Quotations, ed. on India paper only.

Besant, W., London, Harper, 1892.

Bosanquet, The Principle of Individuality and Value, Macmillan.

Brown, W. G., Alexander Hamilton, Macmillan.

Coleridge, Letters, Conversations, and Recollections of S. T. Coleridge, Moxon, 1836 only, 2 vols.

Congreve, Wm., Collected Plays, Mermaid Series, thin paper ed.

Davis, R. H., Dr. Jameson's Raiders, Russell.

Day, Planning of Ornament.

Dobell, Selected Poems, Simmons, 1912.

Eliot, C. W., Durable Satisfaction of Life, Crowell.

Elliott, F. M., Diary of An Idle Woman in Italy.

Faith White's Letter Book, 1620-1623.

Fischer, K., Logic and Metaphysics.

Fisher, Mediaeval Empire.

Ford, J., Best Plays, Mermaid ser., ed. in boards only.

Freeston, C. L., Passes of the Pyrenees.

Fuller, Life and Works of George Fuller, 1886.

Goodman, Quick Curtains.

Guerin & Parrish, Water Color Rendering Suggestions.

Henderson, Principles of Locomotive Operation.

Hichborn, P., Hoofbeats, Badger.

Hirth, Ancient History of China.

Hutton, In Unknown Tuscany, Dutton; Rome, Macmillan.

Judson, Europe in 19th Century, Scribner.

Landor, W. S., Pericles and Aspasia.

Lee, V., Bel Caro.

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Chas. Scribner's Sons—Continued

Le Fanu J., Birds of Passage; Uncle Silas.
 Leuba, J. H., Psychological Study of Religion, Macmillan.
 Lodge, Theodore Roosevelt, Riverside Press.
 Mansfield, K., In A German Pension.
 McGaffey, Outdoors, Scribner, 1907; Poems, Dodd, Mead & Co., 1895.
 McLean, 25 Years in Service of Hudson Bay Co.
 McRee, Life and Letters of James Iredell.
 Melville, H., Moby Dick, early ed.
 Meteyard, E., A Group of Englishmen, London, 1871.
 Mirbeau, O., The Garden of Torments.
 Moody, Pickwick Ladle and Other Collector's Stories.
 Nansen, Love's Trilogy, Luce.
 Pickell, Some Plain Hints to Life Insurance Solicitors, Spectator Co.
 Pierpont Morgan, Collection Catalogues.
 Robinson, E. A., Captain Craig, 1st ed., Oct. 1902, only.
 Rosivittka, Plays, trans by Fillyard, Faith Press, London.
 Saltus, E., Poms of Satan.
 Smith, Makers of Music.
 Seton, Forester's Manual, Scout Manual Series, Doubleday.
 Stevenson, Pan Pipes, Riverside Press ed.
 Tobin, A., Madonna Laura.
 Town & Country, March 1st and Dec. 1st, 1919.
 Wheelock, J. H., Human Fantasy, 1911.
 Balk, M. E., The Lad That Lives, and Other Poems, Nova Scotia, 1921.
 Baring Gould, Red Spider, Appleton.
 Braddon, Ishmael.
 Buchanan, God and The Man.
 Coleridge, Fairy Dawn; New Magdalen.
 Davis, The Consul.
 Demster, Iseulte.
 Gregory, Worldly Ways and Byways.
 Haggard, Ayesha, Doubleday.
 Hewitt, Secrets of the Salmon.
 Mill, John Stuart, His Life and Works, Osgood.
 The Path of Labor Council of Women for Home Missions.
 Quiller, Couch, Historical Tales from Shakespeare.
 Stewart, The Belfry of St. Jude.
 Stockton, Great Stories of Sardis, Harper; Great War Syndicate, Dodd.
 Wilberforce, Rev. Samuel, Life and Letters of.

Seattle Public Library, Seattle, Wash.

Abruzzi, Ascent of Mt. Saint Elias.
 Brandes, World Tragedy.
 Cohn, Our Daily Bread.
 Cousins, Draughts: 1000 games.
 Dibdin, London Theatre.
 Harris, Contemporary portraits, v. 3.
 Virginia Historical Society Collections, 1882-92.
 Wilson, U. S. Catalog, 1912-21.
 Winter, Shakespeare on the Stage.

Charles Sessler, 1314 Walnut St., Philadelphia, Pa.

Maxwell's Seymour Charlton; Hillrise.
 From the Hidden Way, by Cabell.
 In His Image, by F. B. Corva.
 Felix Holt, by Eliott.
 Lowden, Sabbath Morn, by Stevenson, illus.
 Fall of Robespierre, by Coleridge.

Hobart J. Shanley & Co., Inc., 5 Church St., Burlington, Vt.

The Day of Wrath by Louis Tracy, pub. by Clode.

Sherwood's, 24 Beekman St., New York City.

World Book No. 9.
 Thayer's Preliminary Treatise on Evidence.
 Thunders of Silence, I. Cobb, Doran, 3 or 4 copies.
 Quain's Anatomy published before 1878, 1 or 2 vls.

E. L. Shettles, 3906 Speedway, Austin, Texas.

Wild Life in the West, James Hobbs.
 Any of Col. Inman's books.
 History of Dodge City, Kans., Wright.

Sibley, Lindsay & Curr Co., Rochester, N. Y.

Solutions of Senate House Problems.
 Dogson, Curiosa Mathematica.

Clarence W. Smith, 44 East Ave., Rochester, N. Y.
 Osbon, Sailor of Fortune, ed. by Paine.
 Welsh, Tailor-Made Girl.

Crawford Smith, 1420 Chestnut St., Philadelphia, Pa.
 Sydney, Book of the Horse.
 Frank Forester, Any Sporting Works.
 Fielding's Works, old ed.; complete.
 Penna. Magazine of History, vol. 5.
 Audubon, Birds and Quadrupeds, 1st 8vo ed.
 Dickens, Christmas Carol, 1843; Chimes, 1845, cloth.

Smith & Butterfield Co., 310 Main, Evansville, Ind.
 Mettle of Pasture, James Lane Allen, '03, Macmillan.

G. E. Stechert & Co., 151 W. 25th St., New York City.

Adams, Chapters of Erie.
 Andrew, Anathema, Macm.
 Bell, Medico Legal Studies, any vols.
 Beard, Amer. City Government, Macm.
 Briggs, Manner of man that kills, Badger.
 Bourne, Essays historical criticism, Yale Pr.
 Burton's Arabian Nights.
 Crane, Just Human, Lane.
 Curtis, Some Masters of Lithography, 1897, App.
 De Vinne, Notable Printers Italy, Grolier.
 Dakin & D., Handbook Antiseptics, Macm.
 Dante, Illustrated Dore.
 Deaderick, Pract. Study Malaria, Saunders.
 Dallin, Sketches of Great Painters.
 Gowan, Outline History China, Sherman, F. & C.
 Gilder, Grover Cleveland, Century.
 Hemingway, Public Health, Lane.
 Hunker, Painted Veils.
 Hill, Highways of Progress, D. P.
 Hadley, Railroad Transportation, Putnam.
 Howard, Recent Industrial Progress, H. M.
 Jackson, H. Zwingli, Putnam.
 Jensen, Grady, tr. Downe, Moffat.
 Keller, Seldwyla Folks, Brentano's.
 Liddell & Scott, Greek Dictionary.
 Morgan, Evolution of Adaptation, Macm.
 Medico-Legal Journal (set or run).
 Morse, Life Letters, O. W. Holmes.
 Mills, Labor Problems, Vassar College.
 Middleton, Embers, Holt.
 Nothnagel, Encyclopedia-Malaria, etc., Saunders.
 Packard, History Medicine U. S., Lipp.
 Pfaundler & S., Diseases Children, 7 vols.
 Scholz, Art of Translation, U. Pa.
 Sacred Books East vols. 31 and 38, Oxford.
 Stedman, Library of Amer. Literature, vol. 3 only.
 Sargent, Trees & Shrubs, 2 vols. H. M.
 Talbot, How to do Beadwork, Doubleday.
 Turner, Essays Amer. Hist., Holt.
 Van Vechten, Interpreters & Interpretation, Knopf.
 Van Hise, Treatise on Metamorphism.
 Wilcox, Great Cities in America, Macm.
 Willoughby, Polit. theories ancient world, Lgms.

E. Steiger & Co., 49 Murray St., New York City

Buck, Mountain Woman.
 Decourcella, House of Hate.
 Forbes, Memories and Studies of War and Peace.

W. K. Stewart Co., Indianapolis, Ind.

Jones, Doris E., Peter Piper.
 First no. of the 1st vol. of Magazine Antiques for Jan., 1922.

Harry Stone, 137 Fourth Ave., New York City.

Currier & Ives, particularly sporting subjects, and other American lithographs.
 Print Collectors' Quarterly, v. 1, 1 & 2.
 Dabney, Life of Stonewall Jackson.
 Mrs. Jackson's Memoirs.
 Technique of Painting, Vautier.
 Thayer's Life of Beethoven.
 Mrs. Shelley's Frankenstein, good binding.
 Chace, History of Dartmouth College.
 Mitchell, Early Hist. of Instrumental Precision Medicine.
 Clodd, Magic in Names.
 Bolton, Follies of Science.
 Morgan Robinson, set.
 Jack London, Daughter of the Snows, Children of the Frost, Cruise of the Dazzler, 1st.
 Roosevelt, Winning of the West, Crockett ed.; same Daniel Boone ed.

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Bibliographies listing books on China.
 Cabanes, Curious By-Paths of History.
 Hergesheimer, all large paper copies.
 Steinway Collection.
 Year Books and other publications Society Sons of American Revolution and Colonial Wars.
 Wells, Outline of History, Rev. of Rev. ed.
 Yule, Cathay and the Way Thither.
 Saxe, Flying Dutchman.
 Dickens, 1st American eds.
 Conrad, 1st American eds.

Gay Stonestreet, 507 Fifth Ave., New York City.
 W. E. Roscoe, History Schoharie Co.

R. F. Stonestreet, 507 Fifth Ave., New York City.
 Book of Wealth.
 Fads and Fancies.

Stratford & Green, 642 S. Main St., Los Angeles, Calif.

Hist. Industrial Army, Col. Cox.
 Man in the Tigers Skin, Rustaveli, trans. Wardrop.
 Minard, In Ye Olde School House Days.
 Brother of Third Degree.
 Miracle in Stone.

Strawbridge & Clothier, Market St., Philadelphia, Pa.

Robert Ord's Atonement, Carey.
 Doré, Bible.

The Sunwise Turn, Inc., 51 E. 44th St., New York City.

Floor Games, H. G. Wells.
 Birth of Tragedy, Nietzsche.
 Catlin's American Indians, A perfectly clean copy, 1879 or any ed. with colored plates.

Syracuse University Book Store, 303 University Pl., Syracuse, N. Y.

Noyes, Bray, Spear, A System of Qualitative Analysis for the Common Elements.
 Torok & Grout, Surgery of the Eye.
 W. C. Bryant, Prose Works.
 Nichols, Vegetation of Northern Cape Breton Is.

Thoms & Eron, Inc., 34 Barclay St., New York City.
 Jennings, Beating It Back.
 The Mount Vernon Papers.

Thorburn & Abbott, 113 Sparks St., Ottawa, Can.
 Gillespie, Land Surveying, vol. 2.
 Seton Karr, Deer Hunting in the White Mountains of Alaska.
 Hardy, Forest Life in Acadie.
 Stein, Dr., One Year Wintering at Cape Sabine, Ellesmere Island.
 Peary, Wintering on Payer Harbour, Ellis Island.
 Schley, Rescue of Greeley.
 Murray, Intro. to the Study of Seaweeds.
 Deniker, The Races of Man.

Uitgevers-Maatschappij, Neerlandia, Utrecht, Holland.

2d-hand back Annuals of American Magazines and Periodicals, illus., as for instance, Mother's, McCall's, Today's and Hampton's Magazine, Today's Housewife, Ladies' World, Home Life, Collier's, Designer, People's Popular Monthly, Cosmopolitan, People's Home Journal, Men and Women, etc.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.
 A Child's Primer of Natural History, Herford.
 Our Mr. Wren.

United Christian Missionary Society, 1501 Locust St., St. Louis, Mo.

Ann Warner's book, The Other Shore, pub about 30 or 40 years ago.

The University of Denver Library, Denver, Colo.
 G. L. Murray, Pragmatism.
 F. B. Jevons, Personality.

The University of Illinois Library, Urbana, Ill.
 Field, D. D., Outlines of an International Code, 2d ed., 1876.
 Hunt, Göttingland, Life of James Madison, 1902.
 Lea, H. C., Superstition and Force; Essays on the Wager of Law; The Wager of Battle; The Ordeal; Torture, 4th ed., 1892.
 Murray, Gilbert, Four Stages in Greek Religion, 1912.
 Schenck, F. R., Physical Chemistry of Metals, tr. by Dean, 1919.
 Stuckenberg, J. H. W., Introduction to the Study of Sociology.
 Carpenter, C. U., Profit Making Management, 1908.
 Chevey, Sheldon, Modern Art and the Theatre, 1921.
 Coigne, F. B., Art of Acting for Stage and Screen, 1919.
 Crapsey, Adelaide, Verse, 1915.
 Fenn, H. C., Songs from Hypnia, 1915.
 Frank, Henry, A Clash of Thrones, 1915.
 Houston, E. J. & Kennelly, A. E., The Interpretation of Mathematical Formulae, 1898.
 Lee, E. B., Naomi; or Boston Two Hundred, 1848.
 Lee, J. W., Henry W. Grady, the editor, the Orator, the Man, 1896.
 Lowry, C. E., The Philosophy of Ralph Cudworth, 1885.
 Lyman, Culture Studies on Polymorphism of Hymenomycetes, 1907.
 O'Neil, George, The Cobbler in Willow Street and Other Poems, 1919.
 Reigart, J. F., Robert Fulton, 1856.
 Scott, E. A., Chas. E. Smith, President of P. & R. Railroad and Iron Master, a Memoir of, 1902.

University of Oregon Library, Eugene, Ore.

Slocum, V., Canoe and Boat Building.
 Dante, Divine Comedy, tr. by I. C. Wright; English Dante, tr. by J. Pyne.
 Mumford, J. G., Surgical Memoirs and Other Essays.
 Packard, Francis, History of Medicine in the U. S.

H. S. Victorson, 6 Beacon St., Boston, Mass.

Nests and Eggs of North American Birds, Davies.
 Arabian Nights, with Dulac's illustrations.
 International Studio, Oct., 1921.

Walden Book Shop, 307 Plymouth Court, Chicago, Ill.

Charles Dickens, Gissing.
 Mystery of Yellow Room, Leroux.
 Myth in Marriage, Mrs. Elburd Hubbard.

John Wanamaker, Book Store, New York City.

Magic for Boys, Albert A. Hopkins.
 Set of Social England, 4 or 6 vols., buckram or cloth binding, Traill, pub. Putnam.
 The Sunset Trail, A. H. Lewis, pub. Burt & A. S. Barnes, either ed will do.

John Wanamaker, Book Dept., Philadelphia, Pa.

In My Youth, Robert Dudley.
 Ivory Palaces of the King.
 Campbell, Revell.
 Spider Web, Kauffman.
 Washer of Ford.
 St. Brides of Isles, Sharp.
 Colonial Homesteads and Their Stories, Marion Harland.
 Little Sister, E. Robbins.

The Washington Sq. Book Shop, 27 W. 8th St., New York City.

Correspondence of Emily Dickinson.

Wm. J. Watson, Wayne, Pa.

American Turf Register and Sporting Mag.

Raphael Weil & Co., Inc., San Francisco, Cal.

The Telegraph Hill Cook Book, pub. in S. F.
 Aphrodite, Louys.
 Under the Hill, Beardsley.

J. R. Weldin Co., 413 Wood St., Pittsburgh, Pa.
 Porter, The Stars in Song and Legend.

Frank J. Wilder, 28 Warren Ave., Somerville, Boston, 42, Mass.

Boynton Genealogy, 1897.
 Reading, Vt. History, vol. 2.
 Any Genealogical Book or Pamphlet.

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Arthur R. Womrath, Inc., 21 W. 45th St., New York City.

John Galt's Complete Works, pub. Little, Brown.

Woodward & Lothrop, Washington, D. C.

In the Louisiana Lowlands, Fred Mather, Forest & Stream, 1900.

Life and Times of Cecil Rhodes, Lewis Mitchell, M. Kennerly, 1910.

Hilt to Hilt, John Esten Cooke.

The Sceptered Race.

Oliver's Life of Alexander Hamilton.

Auselon's Theory of the Atonement, G. C. Foley.

Legal and Historical Proof of the Resurrection of the Soul, John F. Whitworth.

Priest's Hiding Places, Marian Nesbitt.

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Theodore Arnold, 333 Dolphin St., Baltimore, Md.

Warfield's Hist. Anne Arundel Co., Md., \$6.00.

Earle's The Chesapeake Bay Country, \$5.45 postpaid.

The Chicago Cut Rate Book Co., Inc., 445 S. Dearborn St., Chicago, Ill.

Encyclopedia Britannica, 29 vols., suede, \$165.00.

29 vols., Handy ed., cl., \$48.00.

13 vols., Burton Holmes Trav., ¼ mor., \$42.50.

10 vols., Shakespeare, Dyce, ¼ mir., \$35.00.

27 vols., Washington Irving, cl., Geoffrey Crayon ed., \$35.00.

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Linda Condon, Hergesheimer.

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Cottlow the Bookman, 1688 Third Ave., New York City.

Vol. XIV, Encyclopedia Britannica, Cambridge Limp leather, thin paper, 11th ed., Make offer.

Friedmans', 53 W. 47th St., New York City.

Huneker's Old Foggy, 1st ed., \$1.50.

Mark Twain Bibliography, \$3.50.

Oscar Wilde Bibliography, \$2.50.

Walt Whitman Bibliography, \$1.50.

David MacTaggart Co., 935 Military St., Port Huron, Mich.

The Works of Voltaire, 42 vols., ½ morocco, Critique and Biography by John Morley, pub. E. R. Du Mont.

Isaac Mendoza Book Co., 15 Ann St., New York City.

Kingsborough's Antiquities of Mexico, 9 vols., elephant folio, half green morocco, little rubbed; price, \$350; plates uncolored.

Newbegin's, San Francisco, Calif.

McKinney's History of the American Tribes of North America, with 120 portraits in color, pub. Philadelphia, 1842, bound in ¼ Morocco, \$200.00.

Alexander Wilson & Charles Bonaparte, American Anthology, 12 vols. as issued, dated from 1810-1828; bound in half red leather, marbled sides, \$200.00.

Tableaux Historiques de Revolution Francaise, Paris, 1817, 1st issue, 2 vols., cloth, \$150.00.

James Gillray, Works of, John Dowie's copy, original ed., 2 vols., three-quarters Morocco, \$100.00.

E. L. Pierce, 15 Broad St., New York City.

The Statesman's Year Book of London, 1923; \$7.50, delivered in U. S.

J. G. Williams, 10 High St., Boston, Mass.

The Talmud in English, 10 volumes, formerly held only for subscription trade can now be had by booksellers at liberal discounts. Dealers write for particulars.

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